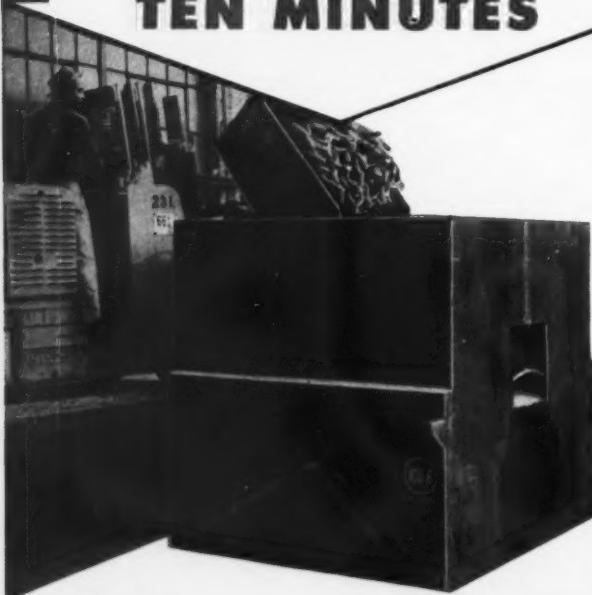




Connecticut
INDUSTRY
OCTOBER 1953

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Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

VOL. 31 - NO. 10 - OCTOBER 1953

L. M. BINGHAM, *Editor*

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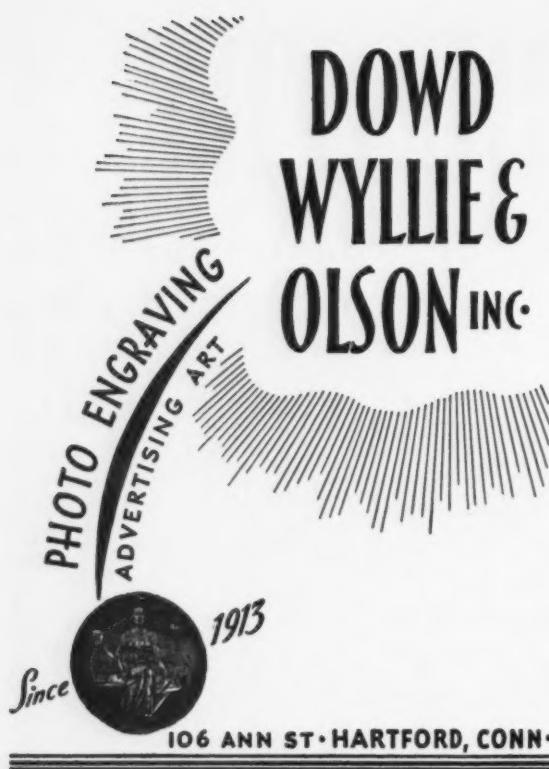
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Published monthly by the Manufacturers' Association of Connecticut, Inc., with executive offices at 928 Farmington Avenue, West Hartford, Connecticut. Entered as second-class matter January 29, 1929, at the post office at Hartford, Connecticut, under the Act of March 3, 1879. As the official magazine of the Manufacturers' Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents and for the opinion of its writers. Subscription rates: one year \$2.50; 25¢ a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.



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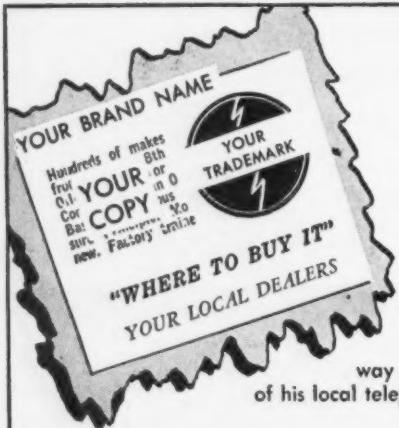
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If you are, an advertising message published regularly each month in CONNECTICUT INDUSTRY, telling of your facilities and skills, should help your personal and direct mail efforts to secure some sub-contracts from the prime contractors in this state—the majority of whom are readers of this magazine.

Closing date for copy is the first of each month preceding the month of issue. Write today for our low-cost advertising rates.

CONNECTICUT INDUSTRY

928 Farmington Ave., West Hartford, Conn.



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YOUR TRADEMARK IN THE YELLOW PAGES TELLS YOUR CUSTOMERS. "WHERE TO BUY IT"

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For full information about TRADEMARK representation in any telephone directory in any area of the state or nation — wherever you dealers are located — just ask your local telephone business office to have a TRADEMARK representative get in touch with you.

THE SOUTHERN NEW ENGLAND TELEPHONE COMPANY
OWNED AND OPERATED BY AND FOR CONNECTICUT PEOPLE





A N *Electric-eye* VIEW of COSTS BEING CUT

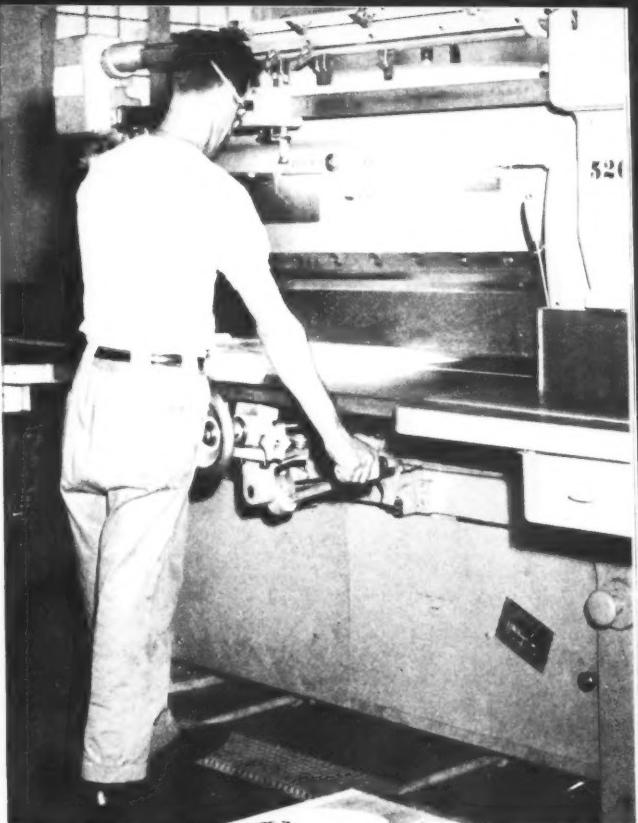
Paper-cutting and corner-cutting are important parts of our business.

Every machine in our two plants undergoes constant checking against the potential production performances of new developments in printing machinery,

and if careful study shows that new equipment can produce your job faster and better and at a lower cost, out goes the old and in comes the new.

The last few months have seen the arrival of a new linotype, a new automatic cylinder press, a new machine-fed perforator, and a new electronically-controlled cutter.

And the word "new" means printing economy for us, printing economy for you.



Newly installed at our letterpress plant is this Lawson cutter with electronically controlled gauges.

A similar machine also electronically equipped to facilitate cutting is in operation at our lithographic plant.



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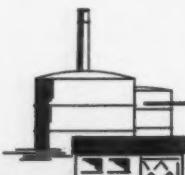
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Through dark and storm

Trucks roll from the bulk storage plant of T. A. D. Jones and Company with fuel for the fires of industry.

Deliveries around the clock — by truck, rail or barge — are as handy as your telephone — from our ample stocks of Bunker 'C' fuel oil, bituminous and anthracite coal.

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Management For Freedom

By WALTER H. WHEELER, JR., President,* Pitney-Bowes Inc., Stamford

MONG businessmen today the possibility of a depression is a subject of ever-increasing importance. Most persons in top management still remember the dark days of the Thirties all too vividly. We don't want to think about a possible slump in business, but we wonder sometimes if an "adjustment" isn't inevitable, and we fear that it might get out of hand.

All of us recognize there inevitably must be adjustments in our economy which momentarily are dislocating and disturbing. No executive can or should ignore them. But I am further convinced that there is utterly no need for them to have a chain reaction which results in a serious recession or depression—except for weakness in leadership which allows fear to take over.

I think we sometimes lose sight of the broad basis of our economy because of its many complexities. Our capacity to consume is insatiable—unless it is unduly influenced by fear. Payments for production (capital or consumer goods) should furnish the means of consumption of all we can produce. We may overproduce in certain lines or in capital goods, as opposed to consumer goods, but in the long run we can consume what we produce. Acts of God, international events and internal developments do at times cause rather violent adjustments. Barring the one factor of fear, which congeals buying generally, however, there is no fundamental reason why our economy should go into any deep slump.

Free enterprise exists, of course, not simply to afford the business executive a source of good livelihood or the stockholder a return on his investments, but to afford the mass of people greater benefits than any other system. If these benefits are marred by extensive periods of large-scale unemployment, the system loses its justification, if not in our eyes, in the eyes of the mass of people. We have seen it destroyed in most of the rest of the world for this reason. Our Soviet enemies are boastfully waiting for it to happen here. Nothing can be more "subversive", than the preaching of collapse.

Business executives are the managers of this system. If it fails, we will be held responsible by the people, regardless of what we think. Does this not then make it our foremost responsibility to do everything we possibly can to stabilize our economy? And does it not follow that we must be aware of it every minute, and plan in every way against collapse—not only with respect to what government does, but with respect to what we as individuals do, and what we expect others to do?

The first thing the business executive can do, I think, is to make his concern about stabilized employment widely felt to the point where the irresponsible executive finds himself in an unpopular minority. More specifically, there

is much the responsible executive can do to influence the economy in his own sphere. The only real limitation on him is the lack of assurance of what other executives may do, which makes the first point so all important.

The days of the publicly irresponsible executive are numbered—if not by a change in the attitude of management generally, then by the demise of the free enterprise system itself. Society just isn't going to go on rewarding men as leaders who are only interested in making the most out of a boom for themselves and their stockholders, and saving the most out of a bust regardless of what it does to the rest of the economy and the public.

Executives today should be expected to take courageous, calculated risks on the downswing of the business cycle, as well as on the upswing. Public interest must be a major motivating factor. This is definitely in the interests of stockholders, because if it isn't done, the stockholder may no longer have any property in another generation. "It can happen here".

No one executive or group can hold the fort alone, of course. But if the majority of executives (a.) were careful not to overexpand in boom times; (b.) planned for possible recessions with new products, low inventories, added selling pressure, etc.; (c.) made whatever adjustments necessary on a decline in a moderate manner, giving careful consideration to their public effect, and (d.) expressed enlightened confidence in the general economy even though their own sphere were adversely affected, and took many other constructive actions, would it not be effective in stabilizing the economy? Maybe it can't be done, but our first step, as responsible executives, is to make the business community conscious of the fact that it ought to be done. There is no other acceptable answer.

Actually, this subject, I think, goes far deeper than just the technical aspects of our economy, or the psychology of the public. It concerns the character of the people who want to remain free, as exemplified by their leadership. I believe thoroughly with Charles Malik of Lebanon that freedom is essentially a spiritual concept stemming largely from religion, and that its development and survival depends primarily on moral qualities and strong character. Once man shook himself free from the primitive slough and began to monkey with his destiny, he then and there took on an awful responsibility which there's no shaking off. If we or any other people do not exercise the restraint, the judgment, the courage and the consideration for the other fellow, voluntarily and in sufficient force to prevent our society from collapsing into a dog-eat-dog affair, then there is only one answer, and that is for the government to step in, direct us and tell us what we must do to prevent self-destruction. When that happens, freedom dies.

I think it is naive and unrealistic for business executives to assume that in the conduct of business there are not great moral issues and the necessity to struggle eternally with them, just as there is in every other sphere of life. I think most business executives today know they simply can't and won't be ducked, particularly in an area as important as our social economy. And I think it is equally naive to assume that leadership in business can continue on any other basis

(Continued on page 33)

After graduation from Harvard University, winning of the Croix de Guerre as a French ambulance driver, and the Navy Cross while Commander of an American sub-chaser unit in the Adriatic Sea during World War I, Mr. Wheeler, author of this month's guest editorial, started his career with Pitney-Bowes, Inc. in 1919, becoming President fifteen years later. A few of the many governmental, civic and organization posts he has held include: War Production Board, in charge of Contract Distribution, and Regional Manager for New England; Past President, New England Council; Founding Trustee, Council of Profit Sharing Industries; finance committee member, CED; former chairman and board member, Stamford-Greenwich Manufacturers Council.



THE COMPANY'S new completely modern plant in Norwalk.



PRODUCTION of the Regohm requires extreme precision and care in handling. Specially designed machines aid in production efficiency.

Newspage Solves Electric Regulator's Employee-Recruitment Problem

By HENRY LAZARR, Account Executive
Fred Wittner Advertising, N. Y. C.

A COMPANY newly established in a tight-employment community must attract new personnel, hold on to present employees, and build and maintain good will in the local area.

Electric Regulator Corporation, Norwalk, one of the fastest growing companies in the electrical manufacturing field, recently faced this three-

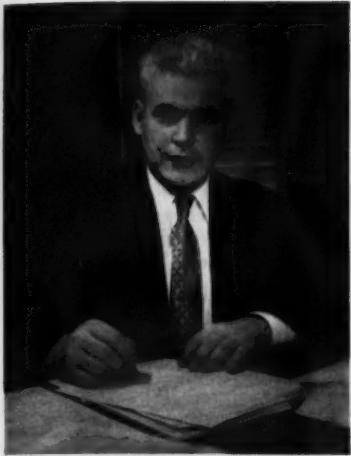
fold problem. How E-R solved it makes an interesting case study for any company with growing pains.

The company manufactures the Regohm, an electric circuit controller that is widely used in power equipment for military and civilian use. The unit operates as an electro-mechanical traffic cop in regulating the voltage, current or speed of equipment used in land, airborne and ship-borne radio and radar, gun turrets and guided missiles. It is also an important component in industrial and household power systems, signal and alarm systems and telephone central stations.

When in September, 1950, the company moved to Norwalk, it employed 32 people in 5,000 square feet of rented loft space. Expanding business led the company in 1952 to build its own modern 15,600 square foot plant and to increase employment from 102 to 210 people. For four months following the plant's completion in August, E-R management undertook an intensive employee-recruitment campaign to meet this stepped-up personnel requirement. The conventional methods of classified advertising and employment agency services were used—with little success. Results were unsatisfactory in numbers of applicants of sufficiently high calibre.



ARTHUR M. COHEN, president and chief engineer of the company designed the basic Regohm unit.



LAURENCE W. BURN
General Manager

Manufacture of parts and assembly of the company's product require precision and skill. Success of the training program for new employees depends on whether they possess certain aptitudes and personality traits.

Need for competent personnel was approaching the critical stage. Electric Regulator, as a relative newcomer to the Norwalk area, was obliged to compete in a limited labor market with more than 300 other plants, many of which had deep roots in the community and were well known to the residents.

To meet this situation, Fred Wittner Advertising, of New York City, advertising and public relations counsel of the company, recommended that E-R adopt a community-employee relations program to effectively interpret and report its activities.

THOMAS MC HENRY (standing), engineering supervisor and David Phyllis, testing Regohm performance. A continuous research and development program is carried on by company engineers, who have developed many new applications for the unit.



NIGHT SHIFT employees turning out completed Regohms. They exercise great care in handling the delicate assemblies that make up the unit.

The heart of this program is a company "newspage" developed by the Wittner organization and placed as advertising in the Norwalk Hour, the daily newspaper with a circulation of about 15,000. Called "Electric Regulator's News Currents" and two-thirds of a standard newspaper in size, it appears on the third Tuesday of each month. Initiated on January 20, 1953, News Currents began a venture in industrial journalism that is unique in the State of Connecticut.

Format of this newspaper closely follows the style of newspaper makeup.

Everything about it—masthead, headlines, sub-heads, photos and captions and column setup—is designed to keep the reader in the newspaper mood. Yet there is no mistaking the fact that it is an Electric Regulator advertisement.

Subject matter is balanced between stories about people and the role played by the company in industry, national defense and the community. Employee benefit stories appear on occasion, written in straightforward, factual manner. These include the hospital and surgical benefit plan paid for in full by the company, sick-pay plan, year-end cash gifts, etc. Special company affairs such as picnics, athletics, parties are reported. Other stories detail departmental activities and responsibilities. Wherever possible names of employees are used (and spelled correctly).

Articles are written in news style, reporting company news of interest to employees and the people of Norwalk. There is no propagandizing, no chest thumping, no speaking down to the reader. To cultivate public interest and understanding, editorial material is presented objectively and, where appropriate, dramatically. At all times newsworthiness and timeliness are basic considerations of subject matter.

Stimulating photographs accompany feature stories. They create additional interest and enhance the general appearance of News Currents. Photos

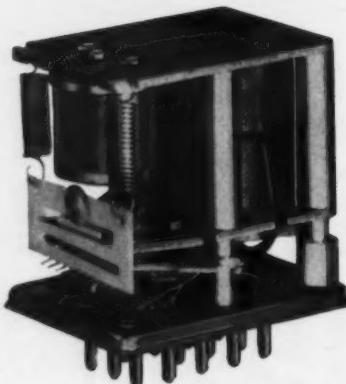


are chosen on three premises—action is more effective than still life—people more effective than inanimate objects—a few people more effective than a lot of people.

Benefits achieved through Electric Regulator's News Currents have been positive, varied and cumulative.

Dating from the initial appearance of the newspaper, the problem of recruitment of new personnel has eased. Laurence W. Burn, general manager, says that numerous applicants for employment have referred to readership of News Currents as the reason they came to E-R for a job. The progressive employment benefit plans, the importance of the company's product and the interesting work, all described in the newspaper, attracted the job seekers. Further, the calibre of applicants has definitely improved, an important plus factor.

Among the old employees as well, results have been gratifying. They are proud to be associated with a growing, community-active company and to have their friends and neighbors know



REGOHM WITH COVER REMOVED,
ACTUAL SIZE

about it. Their morale and esprit de corps have been cultivated to new dimensions through understanding of the importance of their daily tasks and the vital contribution they are making to the nation's defense mobilization and civilian industry. The production department has a greater awareness of what the engineering department does;



REGOHM UNIT AND CHASSIS

the office staff is familiar with operations of the testing department, which now knows what the people of quality control are doing. This in-plant communication knits personnel into an informed, cooperative team, with increased respect for the company and for one another. And there's satisfaction in knowing that the whole town can read about them.

If an employee believes he's well paid and well treated, if he's convinced his company is a fine place to work and produces a top-notch product, he will make known his satisfaction and respect to others. If he is informed of his company's history and growth, its organization, and personnel, its contribution to industry and the community, he will become an ambassador of the company. Electric Regulator's News Currents has achieved this objective. In addition, by setting forth the continuing story of one company in action, it does much to promote the American business system without the handicaps of generalizing and oversimplifying.

A community's opinion of a company often reflects the attitude of its employees. To the Norwalk community, Electric Regulator has come to be known as "the company that's growing." The newspaper is widely read. Many people have contacted the company to express interest in it and indicate continuous readership. Suppliers, educators and elected officials have expressed approval. Surveys show that despite its recent establishment in Norwalk, the company is now one of the best known.

Extra dividends are achieved by reprinting and direct mailing of News Currents. Reprints are sent to the home of each employee. Clergymen, educators, civic leaders, suppliers, magazine and newspaper editors, customers and prospects are also on the mailing list. Their reaction has been gratifying. Reprints are also used to acquaint new employees with the company story.

The staff of the Norwalk Hour, the community newspaper, has been helpful and cooperative in making Electric Regulator's News Currents an attractive success.

Good public relations is brewed from good deeds and communication of those deeds. Without the latter, a company's activities and policies exist in a vacuum. Electric Regulator's News Currents is a unique medium to tell the E-R story. "By their deeds—and communication of those deeds—shall ye know them."



Makers of Regohm—the electric circuit controller serving industry and government.

Electric Regulator's News Currents

REPORTING NEWS OF INTEREST TO E-R EMPLOYEES AND THE COMMUNITY OF NORWALK.



A growing company in a growing community.

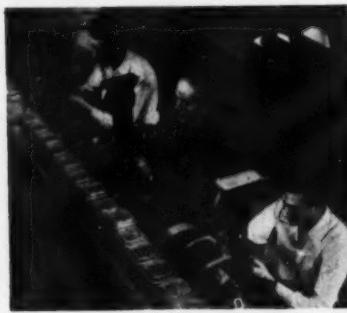
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VOLUME 1, NO. 8

ELECTRIC REGULATOR CORPORATION, OFF PERRY AVENUE

May, 1961

Painstaking Handling Marks Varied Work of Plant Sub-Assembly Group



The men of this battery of automatic machines are riveting the Regohm pivot spring to the armature. Using tiny, specially designed, rivets this operation requires great care in handling.

Hundreds of intricate operations on Regohm's 500 different types of units are performed by employees of the E-R sub-assembly department.

Their work includes wiring, assembling, stamping, and drilling of sub-assemblies for later use. It requires extreme care and close attention to each detail. Supervisors of the department include John Pearce, Robert Cole, Charles Arnold, Christopher Istrichus, David Lawrence, Henry Kuzan, and Tony Salvato under the leadership of supervisor Anthony Agostino.

One of their major jobs is that of riveting the pivot spring to the Regohm armature. In this stage, as in many others involved in Regohm manufacture, tiny rivets especially designed for the application are used in automatic riveting machines, shown in the photo.

Rivet Design

The pivot spring is formed on a highly precise tool from a beryllium-copper alloy. It is a flat-type spring used to mount the moving armature in the fixed members of the magnet assembly. The exactness of the method in which it operates is the key factor in making Regohm a rugged, shock-and-vibration-resistant controller. It is therefore absolutely essential that none of the pivot springs, which are only six thousandths of one inch thick, are bent or deformed in any way. If just one defected spring should somehow be assembled into a finished Regohm unit the control could not be adjusted properly, and would fail.

To give proper service.

Another sub-assembly department operation requiring considerable care and neatness is the labeling of Regohm cans. Beverage cans, Regohm transistors, one of the 500 different type numbers, plus additional numbers indicating special characteristics must be legibly embossed on each can. In the course of a year nearly 100,000 cans are thus labeled with as many as 1,000 different sets of markings. Careful handling and cleaning avoids any possible later confusion or misuse of Regohm.

Each of the 500 different types of Regohm units differs widely in structural details. And although these differences may be invisible to the eye, they are essential to performance. It is the sub-assembly group job to make sure that the various features, armature assemblies and base assemblies, among others, are properly constructed to meet the specific requirements of each type.

Minor Tasks

In addition to the work they do on the Regohm unit proper, the sub-assembly group also performs many functions in the manufacture of important auxiliary equipment such as the resistor chassis, shown in the upper-left hand corner of this newspaper.

In all of their varied duties, the men of the sub-assembly group abide by their watchword: "Careful handling and precise assembly." They are making an important contribution to the high quality and fine performance of Electric Regulator products.

Six E-R Supervisors Finish Management Course at YMCA

Six key supervisors of E-R recently completed a five-week management development course sponsored by The Community YMCA.

The E-R graduating group included Thomas F. McHenry, engineering supervisor; John Gramm, shop foreman; John W. Judson, quality control supervisor; Archie Tomlinson, accounting supervisor; Nathan H. Magda, chief applications engineer, and Anthony Agostino, sub-assembly manager.

Meeting two hours weekly at the Norwalk Y, "the group discussed such down-to-earth problems as the supervisor's role in increasing workers' wages, reducing costs, improving morale of personnel, and maintaining quality of product and production efficiency."

Discussion of methods used by other companies provided helpful material to the group for solving problems they encounter.

Functional Classes

Courses were conducted by experienced top management representatives, who answered all questions and provided the following information. No textbooks were used. Practical answers to problems met by the group were provided by this speaker.

Subject matter of the five-week program was chosen by a local planning committee, including Thomas A. Kirkwood, Edwards Company, Inc.; Howard F. Hall, Commercial Light & Voltage Transformer, Norwalk; Laurence W. Burn, Electric Regulator Corporation; E. Victor Harris, Perkin-Elmer Corporation, and H. F. Faubert, Norwalk YMCA.

Laurence Burn, E-R's general manager, attended all classes to study their effectiveness. His findings will be used to improve similar courses planned for the autumn of this year.

Mrs. Mae Reed Hopes Sobbing Johnny Ray Will Sing Her Song



TEARFUL EARTH

The sobbing singer of sentimental songs, Johnny Ray, might be interested in a new song by assembler Mae Reed: "I Heard You Cry After You Said Goodbye." It will be published in late spring by the Eastern Music Company, New York.

Mae, 26, has written the lyrics for this popular number, her first professional attempt in the songwriting field. She hopes that Ray, one of her all-time favorite vocalists, will one day thrill audiences by making a "tearful record" out of her song.

She has been with the company since June, 1952, when she moved to Norwalk. From the start she has been employed in the assembly department.

EMERGENCY RESCUE AT SEA DEPENDS ON OHAN POWER UNITS CONTROLLED BY REGOHM VOLTAGE REGULATORS



The waters of the Gulf of Mexico off Louisiana are a favorite shrimp ground. Here shrimp boat crews wait for the big haul. Many are equipped with Oman generators using Regohms.

The safety of everyone aboard a small vessel—whether it is a tugboat, a shrimp boat or pleasure craft—depends upon a reliable supply of electrical power.

The ocean can be a treacherous highway for ships even with adequate electrical power aboard. But if the ship is faced with a gale, a radar, radio distress signals, searchlights—all of the most modern ways to summon help or navigate a craft to safety, are absolutely useless.

D. W. Oman & Sons, Inc., Minneapolis, equip many of these vessels every year with emergency power generators controlled by Regohm voltage regulators.

Safety at Sea

This equipment can mean the difference between Coast Guard rescue and Davy Jones' locker. That's why shippers who know which side of the ship their Regohm unit is on, equip their ships with dependable emergency power generators.

The Minneapolis firm chose Regohm as the standard regulator for all of their AC and DC, military and com-

mercial power units. Oman engineers were impressed with these advantages of the E-R product.

Regohm's compact lightness was of top importance where economy of space and weight was a major consideration. Its long life was important to Oman engineers who wished to add longevity to safety.

Other Features

Low cost along with high efficiency put Regohm units in front, in the opinion of Oman engineers. And no-signal power requirements of only one watt made Regohm easily applicable to Oman generators.

A plug-in feature that simplifies replacement and maintenance, plus the fact that Regohm has no parts that ever have to be renewed or even lubricated, clinched the Regohm-Oman marriage of safety and convenience.

E-R is proud to have worked with D. W. Oman & Sons, Inc., in making another a less hazardous occupation and pastime. Though the oceans cannot control the elements, he can now minimize the dangers they create.

Meet Archie Tomlinson: Accounting Supervisor

Accounting Supervisor

The radio room of the battle-cruiser U.S.S. Alaska throbbed with disciplined excitement. Target Okinawa—a Japanese air force fortress blocking the American drive to Tokyo.

Archie Tomlinson, Radioman 3rd Class, vividly recalls those deadly months of 1945 when Kamikaze attacks claimed the ship with the fire and smoke of wounded sailors. For 45 action-filled days the Alaska was engaged in the naval and military operation that conquered the island and opened the way to final victory. He ranks this experience with Iwo Jima, represented by another battle like he earned in World War II.

Archie Tomlinson still likes the tough ones, at work and play.

Born in Bridgeport, in August, 1925, he attended Warren Harding High School. After a six-month stint with General Electric, he joined the Navy. He saw the world on a guided tour—through war-colored glasses—China, Japan, Hawaii, Cuba, the Philippines and the gloomy skies of the Pacific.

Recognizing the advantage of an accounting background, soon after the war, he attended evening classes at the University of Bridgeport while working during the day.

In January, 1951, he joined E-R. A quiet, conscientious worker, in a

short time he became accounting supervisor. With the assistance of Virginia Rose and Patricia Mackie, Archie keeps the books and handles the payroll. At least once a week he's the most popular man in the plant.

Archie believes that opportunity lies with E-R. When he joined E-R it rented a small fourth-floor loft. Less than two years later it owned



its own new modern plant. He believes "the company is going places."

With his wife, Muriel, he plans to build a six-room ranch house in Long Hill, Trumbull. They've purchased their half acre and have chosen the layout. They're making certain that the Tomlinsons dream house will have a reading room for the children. Six-year-old David and Janice, age 5,

Two Thousand See E-R Display At Radio Engineers Show in N. Y.

More than two thousand visitors were attracted to the E-R booth at the recent Institute of Radio Engineers show held at Grand Central Palace, New York City.

In addition to a panel display of Regohm advantages and applications, the 10 x 12 foot booth included equipment in action controlled by Regohm. Designed by E-R engineer, John Englehardt, E-R engineer, this section featured Regohm regulating a dynamo used to power aircraft electronic devices.

This issue of News Currents is typical. Contents are devoted to news of the company, its employees and product.



SILENT GLOW employees who participated in the development and production of the new product are shown with President Rallston M. Sherman and J. M. Angell, Construction Equipment Magazine. (Left to right) John Vines, Mr. Sherman, Mr. Angell, Bernard Dougherty and Frank Scott.

THE AWARD itself (right) carried a photograph of the product.

Silent Glow Wins "Product of the Month" Award

THE NEW Radiant Personnel Heater, most recent development of Silent Glow Oil Burner Corporation, Hartford, was designated as the "Product of the Month" for August by Construction Equipment Magazine, one of the leading publications in the construction equipment field.

Feature product awards are made each month by the magazine from a wide variety of new products submitted for review. Award selections are based on the newness of the product and its ability to do a better job efficiently and at low cost.

The award, in the form of an attractive blue-ribboned plaque, was presented to Rallston M. Sherman, president and general manager of Silent Glow, by J. M. Angell, Jr., director of distributor relations, Construction Equipment Magazine, at the company's plant on August 28.

The new heater was designed primarily to provide heat for personnel in severe weather when emergency conditions require work to be done outside in inclement weather. Effective, economical, and absolutely safe, the radiant personnel heater represents the

first piece of portable equipment developed for this very important need.

The intense infra-red energy developed by the solar glow flame filter is reflected by the stainless steel reflectors which direct the rays where they are



PRESENTATION of the award is made by J. M. Angell, director of Distributor Relations, Construction Equipment Magazine, to Rallston M. Sherman, Silent Glow president.

Construction Equipment

Product of the Month



PORTABLE RADIANT PERSONNEL HEATER

Is ideal for indoor or outdoor use

STRUCTURE PRIMARILY to provide warmth for personnel working in cold, the new reflective heater developed by The Silent Glow Oil Burner Corp. is especially designed for heating and drying surfaces. The radiant energy is affected by wind, rain or snow; makes it ideal for outdoor use.

The completely portable unit is easily moved around and carries a full 120 volt supply. Electrically ignited, it turns on or off with a flick of a switch. With a built-in igniter, it can be turned on by simply pushing a button. It has a fan which directs the heat over a distance of 10 feet, even in a blizzard zone, when needed.

The present extensive market base of

the Silent Glow Radiant Personnel Heater indicates the great potentialities of the unit. It is designed to radiate heat which can be directed to any area of the job by means of stainless steel reflectors which direct the intense heat waves from burning in direct contact with hot surfaces. The reflectors are mounted so that the intense heat waves from the burner are not affected or diverted in any way by wind or other weather conditions. The unit is extremely safe and highly adaptable to outdoor work. Warming up personnel, drying equipment and materials, construction, de-icing equipment, and many other applications. The Silent Glow Oil Burner Corp., 800 Warner St., Hartford, Conn.

control in the State Department and Materials section which follows. Selection of the Product of the Month is based on the services of the magazine to the industry and the ability to do a better job faster and at lower cost.

An Old Fashioned Idea Goes Modern-- Grows Big In A Year

LIKE a cool drink on a sweltering summer day, this story of growth from 50 loaves of home-made bread per week to 5,000 loaves per day is a refreshing reminder that the better mouse trap story still remains true despite the pessimist and socialist claims that only those with substantial capital backing can succeed. This and hundreds of similar stories demonstrate that a quality product enthusiastically approved by a handful of consumers can't help growing with proper business management. Get "a lift" by reading this typically American saga enacted by Celinda Mayo, a Waterbury doctor's wife.

MANY a great American industry was born in the kitchen. Which is just where the flourishing business created in Waterbury by Celinda W. Mayo had its start.

It all happened because home-made bread smells and tastes so good. But baking bread at home has gone out of fashion along with the bustle and hoop skirts. Like all good things, though, it really never died. And folks who know the difference will tell you that there is nothing like freshly baked bread turned out in the housewife's own kitchen.

Knowing this and possessed with the recipe and the know-how, Mrs. Mayo started in February, 1952, to launch a business of home-baked bread that fast outgrew her kitchen and then her basement laundry. From a handful of loaves for her relatives and neighbors output has zoomed to 5,000 golden brown loaves daily—still with the freshness and quality and superior taste of home-made bread.

Mrs. Mayo, wife of Dr. Elliott Mayo of Waterbury, shared all but one trait in common with other housewives. She always baked bread for her family—as was the custom of her ancestors for generations. Before she was married

she was a school teacher who yet found time to teach Americanization classes nights for future new citizens. When she married she considered it was one of her normal housewifely duties to



THE OLD bakery was located in Mrs. Mayo's basement.

[11]



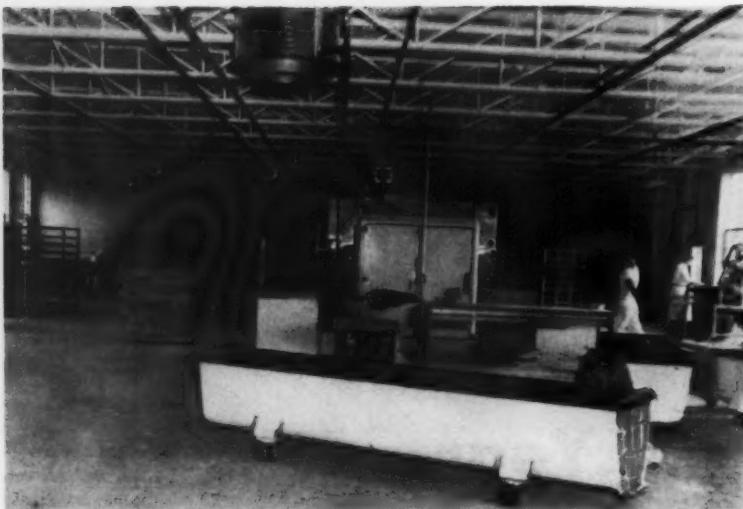
EXTERIOR VIEW of Country Home Bakery in Wolcott.

bake bread as her mother always had done.

It's not surprising that Mrs. Mayo is continuing the custom with her own daughters, Celeste, age 11, and Elloise, 8, who besides learning the secrets of home bread baking, are helping in the business their mother created.

It didn't take long for Mrs. Mayo's home-made bread to win her a reputation among friends and relatives. "Cindy's bread" was often served on their own tables. Soon she was baking three times a week instead of once. She decided something ought to be done about it.

Besides, Mrs. Mayo's grocer who delivered the orders into the kitchen, frequently went home with a freshly baked loaf of bread under his arm. He realized the commercial possibilities and encouraged her to try out a few



CROSS SECTION view of interior of new bakery.

loaves on his customers. That was Feb. 1, 1952. It didn't take Mrs. Mayo long to realize that the public's taste for home-made bread wasn't passé after all.

Within two weeks, demand for the bread in the Mayo grocer's store convinced her that it would be advisable to install commercial equipment.

"My very generous financial backer went along with me on this," Mrs. Mayo recalls. At the end of three weeks I had installed small commercial equipment in my large laundry room—and found myself a professional baker." Mrs. Mayo's financial backer, incidentally, was Dr. Mayo.

The Country Home Bakery was started. Within a year, it was to move into its own building, although the first week's sale on a commercial scale amounted to only 50 loaves.

"The business grew so fast that we were crowded for space and had to build a new bakery," says Mrs. Mayo.

Mrs. Mayo picked a pretty spot in the Town of Wolcott, where she was born, for the bakery. It is a useful one-story structure with plenty of windows for light and air, loading facilities and plenty of elbow room for the master bakers who make up Country Home's working force.

The business moved into its new home on May 29 of this year. It was purposely equipped as a handcraft shop to maintain the same processes that go into baking bread in one's kitchen.

That, incidentally, is one of the great secrets of Mrs. Mayo's success in the natural transition from a one-woman kitchen operation to a commercial scale dictated by demand.

"It was a pleasant surprise to me that professional bakers were very enthusiastic about making quality bread by hand as many of them had learned in their early apprenticeship days. They evidently feel that the dreams of a true baker are being realized in that they are not restricted by the cost of ingredients or the painstaking efforts that are required to bake a fine loaf of bread."

The plant built by a public's recaptured taste for home-baked bread and Mrs. Mayo's special baked-in flavor, has the capacity to turn out 500 loaves an hour. Contrast that with the output of 450 loaves daily when her business was launched in the Mayo laundry. Employment has now increased to include ten professional bakers.

Since the opening of the plant, the products of Country Home Bakery have expanded also. Corn bread, oatmeal bread, and butter rolls are baked along with the standard white loaf.

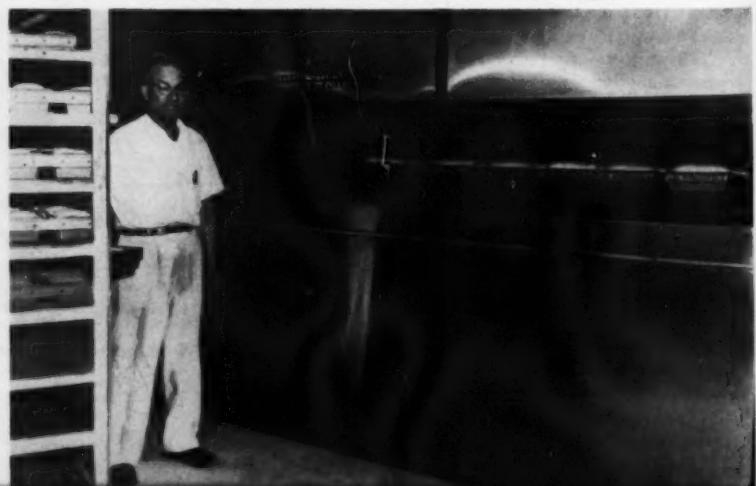
With a fast-growing business on her hands, Mrs. Mayo also learned early that she couldn't go it alone. There was advertising to consider and outlets to reach the public.

Last spring, the firm appointed Edward Graceman & Associates, Hartford advertising agency, to handle advertising and sales promotion for Country Home Bakery. Newspapers and television in the New England area are being used.

The number of outlets has grown in step with the swelling demand for the bread with that home-baked goodness. A year after the first commercial

(Continued on page 44)

Ovens and Racks in new bakery are of modern design.



Employment Incentive and Security in Small Business

By JOHN H. RIEGE, Partner in the law
firm of Reid and Riege, Hartford, Connecticut

OBTAINING top-notch employees, keeping them and securing the utmost performance from them in today's competitive labor market, has become a critical problem which faces all employers, both large and small.

Retirement Security Important In Recruiting Good Employees

The problem of attracting a good labor force has become more and more concerned with the question of employee security. It is now common for a job applicant to ask, "What kind of retirement, disability, and death benefits does your company offer?" Many small businesses, for example, have found it difficult to compete for employees with larger corporations in the same industry because it is felt that the latter offer a greater degree of "security." The business of the small employer often appears to the employee to be less permanent. In addition, the employee may feel that he is at the mercy of a small group of owners or perhaps only one owner.

Looming large in this whole question of employee security is the matter of retirement plans. Old age and retirement has always presented a problem, but with increasing longevity and almost universal awareness of the retirement benefits of the Social Security program, practically everyone is conscious of the merits of a pension plan. The recent publicity afforded the new Ford, General Motors and Chrysler pension plans illustrates the importance attached to the plans by the general public.

There are now in existence in the United States more than 18,000 qualified pension or deferred profit sharing plans. Approximately 10% of all the wages paid in this country constitute contributions to Social Security, privately sponsored pension and deferred profit sharing plans.



JOHN H. RIEGE

Small Business Now Adopting Retirement Plans

Until recently, retirement programs were chiefly the concern of large corporations. In recent years, however, smaller businesses have become increasingly aware of the importance of self-maintained retirement plans. From the standpoint of attracting new employees and satisfying old employees, a qualified retirement plan is becoming constantly more important in the eyes of small business. The tax benefits attached to such plans have played an important but secondary part in the growth of these plans. This increased recognition by both employers and employees of the importance of privately sponsored retirement plans, in contrast to Social Security, is encouraging from an economic and sociological standpoint, but it also presents a serious problem to the relatively small businessman who does not have an established history of earnings. Such a businessman is further curtailed because he must retain a large percentage

of his annual earnings for expansion purposes. The problem then arises of whether or not the small businessman can establish a retirement plan which will compare favorably with the larger corporations without being too burdensome to the business.

Plans Must Be Tailor Made To Fit

It is submitted that in many cases such a solution is available. If properly handled, the result in the small business may be most satisfactory. In fact, the smallness of the business may help to produce a plan more favorable than the negotiated and more or less standardized pension plans such as are prevalent in larger corporations.

The term "retirement plan" actually includes in its scope many varieties of retirement benefits. The most popular types of plans are those which qualify for specific tax benefits under the Internal Revenue Code. These so-called "qualified plans" are divided into pension plans and profit sharing plans. A pension plan, generally speaking, means a retirement plan with definite retirement benefits, and consequently rather definitely fixed annual contributions. Many businessmen, when considering retirement plans, have only thought of the pension type of plan. They have then rejected the idea of a retirement plan because of relatively high annual commitments which may be required in this type of plan. In such a situation a pension plan which the employer could afford would supply such a small retirement benefit that it would be of little help in employee relations, while to provide larger benefits would require annual contributions which could be too burdensome in a lean year.

In the last few years more and more attention has been given to the qualified deferred profit sharing plan as a

(Continued on page 50)



TWO STRIKES—NONE OUT!

Owls and Eyes

By JAMES E. O'NEIL

Director, Industrial Division

National Society for the Prevention of Blindness

INDUSTRY has the protective equipment to cut human suffering, medical costs and workmen's compensation rates to a fraction of their present size. All that seems to be lacking is the proper psychological approaches by management to keep all members of the company team in a constant state of alert against accidents that bring injury, hardship, death, with the accompanying losses in money and manpower. This article outlines a proved psychological approach for the prevention of eye injuries.

A DINNER was given recently in New Haven to honor an exclusive group of industrial employees from Connecticut. The list of persons attending included leaders of the industrial, insurance, health and medical fields. A small gold lapel pin—a replica of an owl with eyes that can best be described as "safety green" in color—identified each of the many guests being honored.

Other than the pin, there was no way of knowing what these employees were gathered together for until the chairman—Dr. Ira V. Hiscock, noted Connecti-

cut public health authority—rose to extend an official welcome.

"We of the New England section of the country are noted for our saving ways," Dr. Hiscock said, "but I am especially proud we are here tonight to honor Connecticut members of the Wise Owl Club of America. Many honors have been afforded to many people for accomplishments that were indeed note-worthy, but none, to my way of thinking, possesses the significance of the reason why tonight's honored guests have been awarded life membership in the Wise Owl Club."

How Club Was Launched

Before I tell you more of the events of that evening's dinner meeting, I would like to back-track a little to tell you something about the club of which these persons are members. The Wise Owl Club of America, which now has 16 chapters in Connecticut, representing a labor force of 40,000 began in 1947, when a flying chip of metal cracked the safety goggles of Joe Folks, a grinder in an American Car and Foundry plant in St. Louis. Only one thing saved Joe from certain blindness—the eye safety equipment he was wearing.

Mr. Folks never forgot that brush with blindness, and it led to his big idea: a club for workmen who had saved their sight, as he had, by wearing proper eye protection. They could be given some distinctive award, he reasoned, similar to the pin given members of the Caterpillar Club, composed of airmen who used parachutes to save their lives.

Growth

From that small beginning six years ago, the Wise Owl Club caught on as one of the most effective eye safety tools ever devised. The National Society for the Prevention of Blindness, nationwide vision conservation organization, agreed to develop and administer the Wise Owl organization nationally on a nonprofit basis: Industrial plants began joining the movement from every part of the country, until at the present time, membership has grown to 4,466 in 770 plants with a labor roll of more than 1,000,000 employees.

Savings

Connecticut plants alone—based on the most conservative estimate of a \$3,500 compensation award per lost eye—have saved at least \$385,000 since the Wise Owl program went into effect in this state. Now, new amendments to the Connecticut compensation law make it possible for the cost of a permanent disability case to be as high as \$100,000, so that the financial saving is potentially much higher. This, of course, is in addition to the many thousands of man hours which would otherwise have been lost. It would naturally be impossible to place a value on the human suffering and economic hardship that was prevented when these breadwinners saved their sight.

Mr. Stanley F. Withe, chairman of the Connecticut Committee of the National Society for the Prevention of Blindness, points out that one reason for the Wise Owl Club's great practical success is its ever-fresh appeal to individual workers. "As every safety man knows," Mr. Withe, who is director of public education for the Aetna Life Affiliated Companies, says, "one of the biggest problems in accident prevention is getting new methods of appeal. The Wise Owl Club has the unique quality of growing more effective, rather than 'old hat' as its membership increases. The interest on the part of the workers themselves is amazing.

Allerton F. Brooks, president of the Southern New England Telephone Company, calls the Wise Owl movement "important in industry," and has accepted the chairmanship of the industrial advisory group within Mr. Withe's statewide committee.

Employee groups, as well as management, have boosted the Wise Owl Club enthusiastically. For example, George Meany, president of the AFL, praised the Wise Owl movement as "a vital program in the field of industrial safety." Walter Reuther, CIO president, stated that "the Congress of Industrial Organizations endorses the Wise Owl movement, and refers it to the favorable attention of all American workers."

Program Good Public Relations

Many companies, through concerted public relations, have managed to impress upon local communities the company's concern for the safety and good sight of its workers. News and pictures of the Wise Owl awards in local newspapers will, in a tight labor market, help attract prospective employees because they have been made aware that the John Doe Company is a good place to work. Many employees involved in accidents, who formerly had the impression that they "broke their goggles," now can be made to realize that what they really did was to "save their vision."

But to get back to the dinner meeting I mentioned earlier honoring the Wise Owl Club members from Connecticut. At this meeting were representatives from the Connecticut companies now using the club as an aid to their safety programs. Wise Owl members being honored at the dinner represented a large share of the 110 now enrolled from Connecticut.

The groups from the Pratt & Whitney Company and the U. S. Rubber Company in Naugatuck were the largest on hand, both firms having enrolled over 35 members. Those present at the dinner carried news of the meeting back to their plants, renewing interest in vision conservation in their own shops. Heightened Wise Owl activity was a direct result of stories carried in newspapers and other publications, in addition to photos used by local television stations.

As a valuable supplement to the Wise Owl program in industry, the Connecticut Committee of the National Society for the Prevention of Blindness is recommending the club as a safety incentive for those who will make up tomorrow's labor force—the youngsters in vocational high schools and students in school shops.

The first high school Wise Owl member has already been enrolled in Milton, Pennsylvania, and the Connecticut Committee of the Prevention of Blindness Society has taken the first step toward improving safety consciousness in Connecticut school shops. Ellis C. Maxcy, vice chairman of the Committee, has begun a survey of eye safety conditions in schools throughout the state. "Young men who go out of school into industry with good bench skills and poor safety habits are only half trained," Mr. Maxcy says.



MOLTEN LEAD—NO HARM DONE

Clubs Easy To Operate

The organization and operation of a Wise Owl Club chapter is simplicity itself. Any firm interested in safeguarding sight and increasing safety-mindedness among its employees is eligible to enroll. Employees who have had one or both eyes saved by wearing eye protection at the time of an accident are eligible for charter membership, and new members enroll as they qualify. A chapter may be formed, however, before any members are eligible.

(Continued on page 34)



JAMES E. O'NEIL (center) director of Industrial Service, NSPB, presented Wise Owl pins to these two workers, Melvin L. Burbank, right, furnace operator, Pratt & Whitney, East Hartford, and John A. Holda, left, arc welder, Farrel-Birmingham Co., Inc., Ansonia.



Unusual Booklet Fosters Good Company Relations

HERE is a brief but meaningful story showing how one company used a trade show as a backdrop to sell itself—an idea that might be used with profit by many other companies in Connecticut.

AN industrial exhibit offers rather remote possibilities for product sales, but it can pay off generously in good will and in other ways. It does, for instance, provide opportunities to get acquainted with neighbors, recruit desirable types of workers, make direct contacts with prospects, open doors to possible new markets, fan the spark of job pride in present personnel. The Snow-Nabstedt Gear Corporation, Hamden, Conn., did all these things by using a "different" piece of literature, instead of the conventional hand-out piece, at their booth in a recent regional Boat Show.

The principal S-N products are re-

duction gears and reversing transmissions for marine use. It isn't likely that anybody goes to this kind of show to buy gears. But motor boat manufacturers who exhibited there, in many cases, used S-N equipment. "Why not make them proud to show the S-N gears to prospects?" proposed A. T. Nabstedt, Jr., Manager of Advertising and Public Relations.

And hundreds of citizens who passed the exhibit would know little or nothing about Snow-Nabstedt. How about letting them know what went on in the plant, and about the business philosophy of the management? And, just in case they should be interested, that the man-

agement is cultivating markets related to industrial applications of high quality power transmissions?

Also among the visitors would be numerous good craftsmen. Some of them might feel that they could better themselves. "How about telling them what Snow-Nabstedt is like as a place to work?", said the company's Personnel Director. The company asked E. J. Lush, Inc., advertising agency of New Haven, to explore these possibilities and see whether the job could be done with a single piece. In the handout which was evolved, there are no wash drawings of gleaming gears, nor descriptions, specifications nor selling talks for same. It was produced as a pocket-size (7 x 5), 12-page booklet lithographed in three colors. The extra colors are light yellow and brown, the brown being used to secure a self-cover effect.

The title, boldly displayed on the front cover is "Products with Personality." In the best eye-catching position, as the booklet is opened, is a photograph of the founder, a face that commands immediate respect and arouses a curiosity which is satisfied by the text.

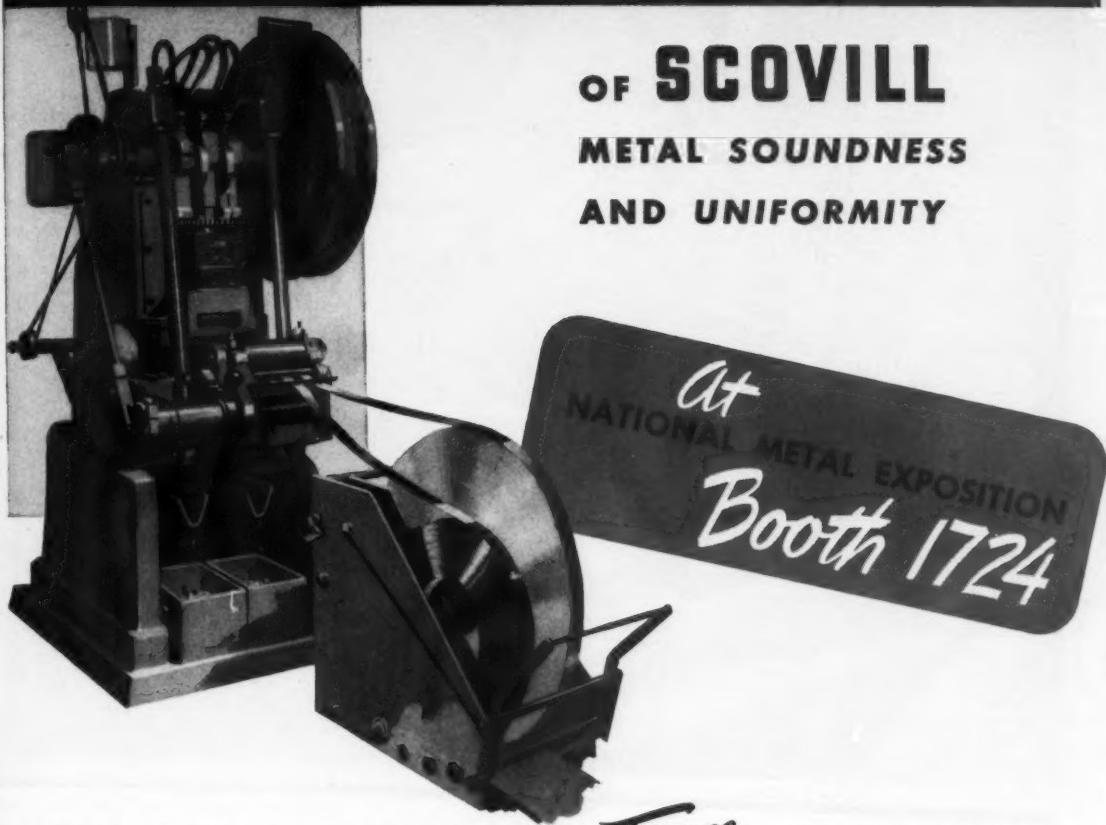
Numerous plant scenes, small enough to seem intimate yet large enough to show clean, roomy working conditions and clean-cut, competent-looking workers, are the principal illustrations. Rough outline sketches of gear housings suggest the shape of the product.

"Partners in Progress—a story of men teamed together to manufacture a fine, dependable product," "Workers with a Common Purpose," "Imprint of Integrity," "A Future of Expanding Opportunity,"—these sub-titles lead the reader through the story of how Levi T. Snow started and developed the business, what he expected of both personnel and product, the story of the company's superlative war production record, of its profit-sharing stock bonus plan established in 1923, of its unbroken record of nearly fifty years without a labor dispute, the story of a plant that is a good place to work, where every man is made to feel proud of his job, of a fine product with a bright future. The "personality" of the corporation thus furnished a theme which enabled the "Handout" to carry out all of its functions.

It was so favorably received that it was subsequently decided to distribute it to all employees and make it available to Snow-Nabstedt distributors as well.

SEE THIS UNIQUE DEMONSTRATION

**OF SCOVILL
METAL SOUNDNESS
AND UNIFORMITY**



**SCOVILL BRASS and SCOVILL'S NEW *Truspec* ALUMINUM STRIP
RUNNING SIMULTANEOUSLY IN THE SAME PRESS**

Metal fabricators . . . long familiar with Scovill's exceptionally close control of inherent soundness and uniformity in Brass Mill Products . . . have sought for equivalent dependably close standards in commercial aluminum strip.

Today, we are happy to announce that a NEW Scovill aluminum strip mill is producing cold-rolled aluminum strip to your tight specifications, far closer than was once thought possible. Most notable features of this new Scovill TRUSPEC Strip are its remarkably controlled and uniform inherent physical properties — making it possible to minimize "orange peel" effect and "earing."

So that you may see for yourself just how closely Scovill's new TRUSPEC Aluminum Strip does approach your ideal, the central feature of our exhibit at the National Metal Exposition will be the unique press operation depicted above. Here similar drawn shells will be produced simultaneously under production-line conditions from giant coils of Scovill Continuous-Cast Cartridge Brass, 70% and Scovill TRUSPEC Aluminum Strip fed into the press side-by-side. Yes, you can see for yourself . . . at Booth 1724 . . . that

*You don't gamble —
when you use SCOVILL Brass and Aluminum Strip!*

SCOVILL MANUFACTURING COMPANY, WATERBURY 20, CONNECTICUT

195C82B





"MY TOUGH LUCK AGAIN"

That was the best explanation Pete could give for his accident. "I guess I'm just a jinx around here," he added. The safety engineer was tempted to agree with him. Technically, "bad luck" is not an acceptable reason for an accident, but how else could you explain a case like Pete's? Three accidents in a year and no apparent cause!

The plant nurse found the answer. Through tactful questions she learned Pete was an enthusiastic "joiner." Every night in the week he was busy with some club, lodge, or other activity. Result: not enough sleep, and a sleepy man is more liable to have accidents. The doctor took

it from there, and persuaded Pete that he needed more rest. Now he's one of the most productive workers in the shop, and he doesn't have any more accidents.

Industrial Preventive Medicine is part of Liberty Mutual's Humanics program.

The complete program brings together all activities for preventing accidents and for reducing loss when accidents happen. All parts of the program — Industrial Engineering and Industrial Hygiene, Preventive Medicine, Rehabilitation and Claims Medical Service — are directed to cutting down loss in all forms.

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And in 127 Other Principal Cities from Coast to Coast

The Cover



THIS Month's Cover is a photo of Copper Mine Road, Farmington, Connecticut in Autumn. Photo by Bo and Joan Steffanson.

NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

CONSTRUCTION of a large addition to the factory of the Herriott Brothers Manufacturing Company, Forestville, has recently been completed.

The company originally began operations in a 20 by 30 foot building in 1946, specializing in tool and die work. A metal stamping and small hinge branch was added later, and in 1948 the business outgrew the building and an addition to the original establishment was constructed.

The building just completed has added 4,000 square feet of working area, offices, shipping room and steel storage space.

★ ★ ★

THE JACOBS MANUFACTURING COMPANY, West Hartford's second largest industry, has recently been purchased by Chicago Pneumatic Tool Company.

Guy J. Coffey, president of the Chicago firm, which has 5,500 employees in plants all over the world, revealed that the purchase was made in line with giving greater diversity in its production, and as an investment.

According to Mr. Coffey, and Louis B. Stoner, president of Jacobs Manu-

facturing Company, there will be no change in personnel, manufacturing or sales operations. Albert E. Englund will continue as manufacturing vice president, Robert M. Toppin as factory manager, and Samuel D. Conant as sales manager.

All of the men mentioned are to be members of the new Board of Directors, which Mr. Coffey will head.

The Jacobs Manufacturing Company, chuck manufacturers, was founded by Arthur Irving Jacobs in 1903 when he conceived the idea of a drill chuck with a toothed sleeve and key. This gave birth to the chuck industry of today. The first factory site was in a corner of the old Pope-Hartford Automobile Company. Through the years the company expanded to other locations, and in 1941 it moved to its new plant in West Hartford.

★ ★ ★

THE SPECIALTY PRODUCTS COMPANY, Shelton, has recently been purchased by Gino Moratti and Francis J. Slater. The company is engaged in compression and transfer molding.

Mr. Moratti is a graduate of Pratt Institute, where he majored in chemi-

cal engineering. After his graduation he joined the General Electric Company, and for 17 years served that company in Meriden and Taunton. For the past seven years he has been executive vice president of the George S. Scott Manufacturing Company of Wallingford.

Mr. Slater studied accounting under the LaSalle University extension program. He was with the accounting division of New Departure Division, General Motors Corporation for twelve years, and has been assistant secretary and treasurer of the Scott Manufacturing Company for the past four years.

★ ★ ★

ARTHUR H. QUIGLEY, chairman of the board of The American Brass Company, Waterbury, has announced three promotions in the organization.

Richard F. Puffer was named assistant general sales manager; Allen W. Rockwell has been made manager of the Waterbury branch, and Robert R.

MANUFACTURERS OF PAPER SINCE 1850 - FOLDING BOXES SINCE 1895

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WATERBURY 26 CONNECTICUT



Vance will succeed Mr. Rockwell as works manager of the Waterbury branch.

★ ★ ★

A NEW SERIES of aircraft control bearings, known as the DSRP series, have been placed on the market by Fafnir Bearing Company, New Britain, after five years of intensive engineering and development.

The series features barrel-shaped rollers rather than balls between the inner and outer rings. The self-aligning bearing was developed and Fafnir engineers themselves designed new machines to produce them, after machine tool manufacturers, consulted about the design, declined to build them because of the mechanical difficulties involved.

★ ★ ★

WILLIAM C. WICHMAN, vice president in charge of the Industrial Power Components Division, General Electric Company, has announced the establishment of two new Departments, as part of an over-all company plan for future growth.

With the establishment of the two new departments, ten top managerial appointments were announced. Elmer T. Carlson was named general manager of the Distribution Assemblies Department, with the following Section Managers reporting to him: Robert C. Wilson, manager of engineering; Charles K. Skinner, manager of manufacturing and relations; Taylor D. MacLafferty, manager of marketing; and Robert J. Blair, manager of finance.

Hershner Cross was appointed general manager of the Trumbull Components Department, with the following Section Managers reporting to him: Charles Bangert, Jr., manager of engineering; Donald J. DeMond, manager of manufacturing; Frank M. Ogle, manager of marketing; and Herman A. Papenfoth, manager of finance.

★ ★ ★

R. FLOYD BENNETT has been named assistant production manager of the Arms and Ammunition Division, Olin Industries, Inc., with offices in New Haven. The announcement was made by W. M. Hurley, production manager of the division.

Mr. Bennett has been employed in various capacities at the East Alton, Illinois plant of Olin Industries for 29 years. His last position was assistant manager, East Alton Ammunition plant.

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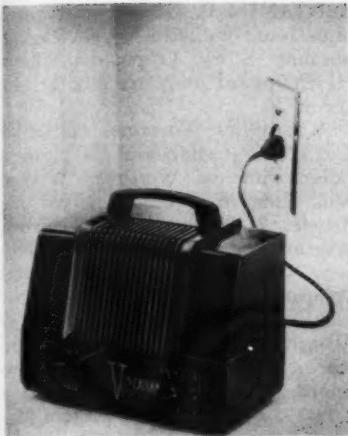
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THIS NEW Vocatron long range model intercom, with many increased efficiency advantages for use in homes, offices, stores and industrial plants, has been announced by Vocaline Company of America, Inc., Old Saybrook. Equipped with handle and pilot light, the model is instantly portable and may be plugged into any standard electrical wall socket with either AC or DC current.

WILLIAM P. HERMAN, president and chief engineer of the Electrix Corporation, Pawtucket, Rhode Island, has been elected to the board of directors of Superior Steel Ball, Inc., New Britain.

Mr. Herman, a native of Hartford, and now a resident of Providence, is active in many philanthropic, civic and fraternal organizations in Rhode Island.

★ ★ ★

IN A RECENT REPORT on business conditions in the state, the Connecticut Development Commission brought out some interesting figures on Connecticut's part in the automobile industry. "What is good for Detroit is good for Connecticut," the agency pointed out. Sales that ring up in the cash registers of the motor city are echoed in some 50 Connecticut industrial plants where close to 40,000 Connecticut workers turn out auto parts and accessories.

"When Mr. Driver steps to his car," the report said, "he takes hold of a Connecticut door handle and slips a Connecticut key into a Connecticut lock. The door opens, he slides onto a Connecticut sponge rubber cushion upholstered with Connecticut fabric protected by a Connecticut-made seat cover. He lights his smoke with a Connecticut dashboard lighter and checks the time on a Connecticut clock.

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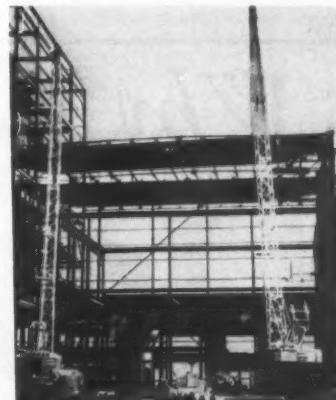
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- 32 Truck and Crawler Cranes with Booms from 25 to 175 ft. long
- 12 Crawler Tractors

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OUR TRUCK AND CRAWLER CRANES ARE AVAILABLE ON A RENTAL BASIS

A 200-ton low-bed trailer, designed and purchased specifically for this job, is shown hauling a huge press during a plant relocation project in late 1952.



Here 2 large crawler cranes—one 60-ton capacity and one 50-ton capacity—are being used to erect a 150-ton overhead travelling crane at the Laurel plant of the Hartford Electric Light Co. in Middletown, Conn.

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Albany, N. Y. 3-3101



ENTHONE, INC., New Haven, manufacturers and suppliers of chemicals and equipment for metal finishing, have recently completed interior and exterior work on their office building as part of their expansion and modernization. The illustration shows the modernized front view with its extended use of glass block and tempered glass entrance to blend with the ornamental brick structure.

He adjusts his Connecticut-fabricated sun visor, or turns a Connecticut switch to snap on his Connecticut-made lights."

The Commission's report went on to describe the score of parts and accessories produced in this state for the automobile industry.

HARRY D. TEMPORAL, manager of the Chicago branch office of Farrel-Birmingham Company, Inc., has retired from that post, terminating 43 years of employment with the company. He was succeeded by Gerald R. Gonyer, who has been his assistant for the past five years.

BENJAMIN P. GREEN, chairman of the board of directors of The Eastern Machine Screw Corporation, New Haven, passed away recently, at the age of 90.

A native of Worcester, Massachusetts, Mr. Green began his business career with the Worcester Woolen Mill. From then on he served the Arcade Malleable Iron Company, Worcester; the West Ware Paper Company, Ware; the Forehand Arms Company of Worcester. When that company consolidated with Hopkin & Allen, and moved their machinery to Norwich, Connecticut, Mr. Green was named general manager.

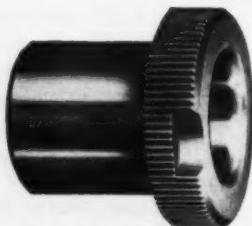
In 1910 he formed the Eastern Machine Screw Corporation with W. H. Gates. Mr. Green started as secretary and general manager, became vice president and general manager, president in 1930, and chairman of the board in 1945.

★ ★ ★

THOMAS I. S. BOAK, president, The Plume & Atwood Manufacturing Company, Waterbury, has just advised stockholders on August 7, that the company is now employing 275 workers at the Waterbury plant, slightly

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over three months after the end of the strike.

He also reported that the issuance of 13,500 shares of no-par value common stock in accordance with the subscription offer of April 17 added some \$216,000 to capital, and that the issue was oversubscribed by approximately 9,000 shares.

Mr. Boak indicated further that the company expects a reasonably satisfactory volume of business for the remainder of the year 1953.

★ ★ ★

A NEWLY DEVELOPED, low cost protective strippable coating called Thermo-Cote D has been compounded by the Plastics Division, Ernst Bischoff Co., Inc., Ivoryton. It has been reported to prevent corrosion or abrasion damage to metal tools and parts during storage, handling or shipment.

Thermo-Cote D is an ethylcellulose base coating which has been "tailored for commercial use," according to D. R. Welter, Plastics Division manager. Like other Thermo-Cote products in the line, it is applied by the hot dip process. Supplied in convenient small blocks, it is melted in a thermostatically controlled melt tank and brought to the proper dipping temperature.

★ ★ ★

FARREL - BIRMINGHAM COMPANY, INC., Ansonia, has announced the transfer of Franklin R. Hoadley, Jr., sales engineer, from the main office at Ansonia to the company's branch office at Akron, Ohio.

Mr. Hoadley, after attending Trinity College, served for four years in the United States Army, following which he joined Farrel-Birmingham in 1945. Upon completion of the company's two-year student engineering course, he was assigned to the Farrel-Birmingham process-testing laboratory as technical assistant, and later was transferred to the sales department in charge of regrinding and blocking calender rolls in customers' plants.

★ ★ ★

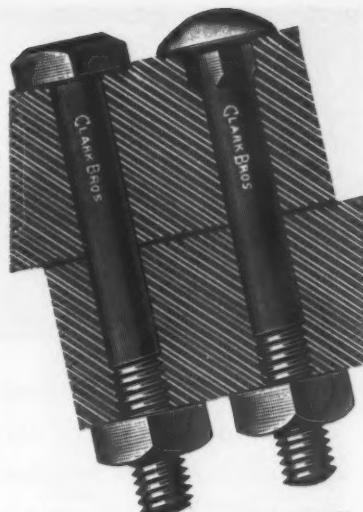
MORE THAN 17,000 Connecticut manufactured products and industrial services are listed in a new guide for purchasing agents released recently by the Connecticut Development Commission. Close to 3,000 Connecticut industries are represented in the publication which is available on request to purchasing agents throughout the country.

The purpose of the guide, according to the Commission, is to aid in the expansion of present markets and to develop new customers for Connecticut products so that the state's economy can be maintained on a high level for the benefit of both labor and industry.

The thousands of products listed in the guide include everything from an almost microscopic jewelry screw to steel rolling mills. Classified under the "Services Section" of the publication are such processes as plating, casting, stamping and the manufacture of special machinery made on order to the buyers' specifications.



THE HOLIHAN CLAN of four brothers and one sister, all employees of Scovill Manufacturing Company, Waterbury, gathered to witness the awarding of a 50-year service pin to its oldest member, Henry L. P. Sperry, Scovill president, (third from right) presents the diamond studded 50-year pin. The "family team" represents 222 years of service. Left to right, with years of service are: Earl, 40 years plus; Edna, 47 years plus; Orion, 37 years plus; Mr. Sperry, Henry, 50 years, and Irving, 45 years plus.



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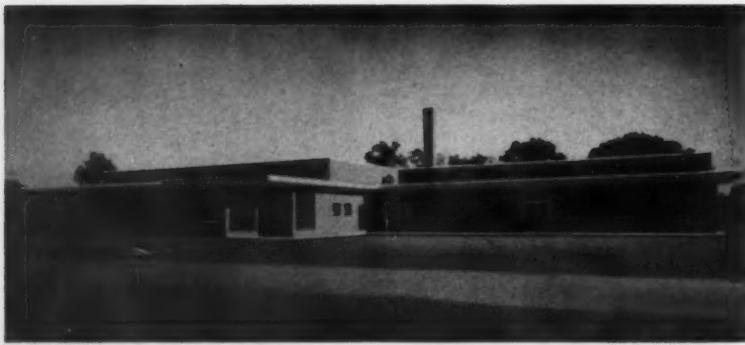
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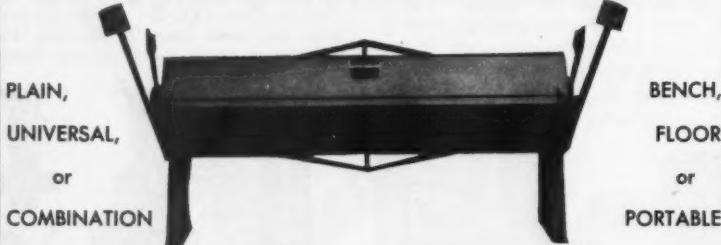


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OLD SAYBROOK, CONN.

CONNECTICUT STATE CIVIL DEFENSE and the American National Red Cross, Eastern Area, have jointly announced an agreement which effects improved welfare liaison between the agencies in case of disaster.

Gen. William Hesketh, state Civil Defense director, and Harold B. Nearman, Red Cross Eastern Area manager, signed the agreement, believed to be the first of its scope in the east. Under the agreement, in disaster resulting from enemy action, Civil Defense officials assume full responsibility. They will utilize all community agencies, including the Red Cross, and assume total financial responsibility and operate in accordance with existing Civil Defense policy.

★ ★ ★

A PNEUMATIC MOTOR, remotely controlled by a thermostat, regulates the movement of the damper and hence air volume in this modification of a Connor Engineering Kno-Draft ceiling diffuser for air conditioning systems serving zones having variable heat loads, such as areas subject to changing sun effect, fluctuating occupancy, office layout revision, etc.

The Kno-Draft diffuser is peculiarly adapted to this type of automatic control of volume at the point of discharge, according to the maker, because the sleeve damper moves up and down without enlarging or constricting the neck area. The Connor Engineering Corp. is located in Danbury, Conn.

★ ★ ★

THE AMERICAN CAM COMPANY has recently completed the transferal of its operations to its new quarters at Bloomfield, Conn.

The new building will house the company's general offices, drafting room and inspection department, in addition to increasing manufacturing space.

Mr. George Chase, president, in announcing the move, pointed out that in addition to expanding facilities and employment, approximately 20%, plant layout and work flow would be improved, resulting in an estimated production increase of 33%. The manufacture of special purpose cams and eccentric contours will be continued at the new plant.

★ ★ ★

C. K. DAVIS, president and general manager, Remington Arms Company, Inc., Bridgeport, has announced the

election of H. K. Faulkner, director of production, as vice president of the company. The action was taken at the most recent meeting of the company's board of directors.

A native of Blacksburg, Virginia, Mr. Faulkner joined the Remington organization in 1942. During World War II he served as service superintendent at the Lake City Mo. arsenal, a government-owned ordnance plant, built and operated by Remington. He later became assistant works manager at the Bridgeport plant, later going to Ilion, New York as works manager of Remington's sporting firearms plant. He returned to Bridgeport in 1951 as assistant director of production and the following year was named director of production.

★ ★ ★

DONALD W. LEACH, acting president of R. Wallace & Sons Mfg. Co., Wallingford, has announced the appointment of two executives at Wallace Silversmiths.

John F. Banks has been named director of sales and advertising, and Emery B. Danzell, general manager of Wallace Silversmiths.

Mr. Banks, who formerly held the post of director of advertising and promotion, will now direct sales and advertising for all sterling flatware, which includes Wallace's line of "third dimension beauty" tableware, sterling and plated hollowware and the company's recently introduced line of quality stainless tableware.

Mr. Danzell was associated with the Gorham Silver Company before joining the Wallingford firm. He is a resident of Hamden, and a graduate of Brown University.

★ ★ ★

A NEW BULLETIN describing its full line of Micro-Klean Filters (for liquid applications) has recently been published by the Cuno Engineering Corporation, Meriden.

The products described include standard models for flows between 1.8 GPM and 900 GPM. Featured in the bulletin is the recently announced graded density cartridge.

The twelve page bulletin, No. MK-0553, is available from the Cuno Engineering Corporation, Meriden.

★ ★ ★

THE APPOINTMENT of Harry W. Holdsworth as advertising manager for

the New Departure Division of General Motors Corporation has been announced by Charles D. McCall, general sales manager. Mr. Holdsworth succeeds Carleton B. Beckwith, who retired recently.

Mr. Holdsworth has been with New Departure since 1920. He entered the firm's employ as a draftsman-designer in its mechanical department. Two years later he was assigned to writing technical literature on application of ball bearings. In 1933 he was named assistant advertising manager.

★ ★ ★

M. H. RHODES, JR. has succeeded his father as president of M. H. Rhodes, Inc., Hartford, manufacturers of parking meters, timers and time switches.

Mr. Rhodes, Sr. has relinquished his holdings in the company and retired.

The company's board of directors also elected Edward J. Doyle, vice president, and Angelo B. Rucci, treasurer. E. H. Rhodes, another son, retains the title of executive vice president, Merrit Van Valkenburgh continues as vice president, and Miss Erna M. Anderson will continue as secretary.

Mr. Rhodes, Jr. joined the company in 1942. He served in the Army from 1943 to 1945, and then worked in the manufacturing and sales departments, serving as factory manager for one year and sales manager of the timing division for the last three years.

★ ★ ★

THE CAREER of Oscar G. Knapp, president of Clark Bros. Bolt Co., Milldale, who this year celebrates his 50th anniversary with the company, has been likened to a Horatio Alger story—from office boy to president.

From the year of 1903, when he entered the Clark Bros. Bolt Co., he rose through advancement from office boy to the position of assistant secretary, July 29, 1914, and four years later, was elected assistant treasurer as well. In 1923 he was elected a director of the company, and secretary and treasurer in 1925.

In 1943 Mr. Knapp was elected to the offices of vice president and treasurer and advanced to president, treasurer and general manager of the company in 1946.

His energies devoted to his chosen field, Mr. Knapp has been active in the work of various associations within the bolt, nut and rivet industries, and

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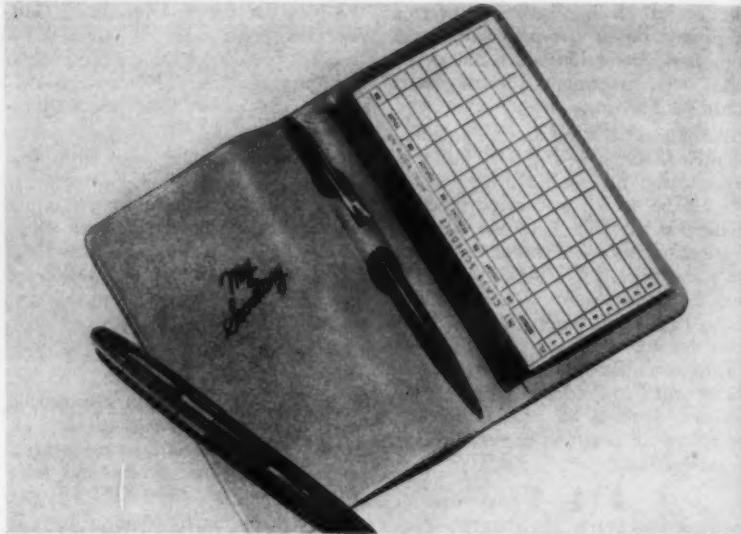
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A PERFECT ACCESSORY for the busy school student is this new Waterman "Schooltime Secretary," containing a notebook with class schedule and a choice of either the Waterman Flair retractable ball point pen or Skywriter fountain pen. It is manufactured by the Waterman Pen Co., Inc., Seymour.

at present is serving as chairman of the research and advertising committees of the Industrial Fasteners Institute.

Beyond his constant effort to further the bolt industry, Mr. Knapp also entered into and maintained interests in both civic and social activities.

★ ★ ★

WITH A NOVEL "key-to-opportunity" prize promotion, Russell & Erwin introduced a simplified "All Star" line of builders' hardware last month. Highlights of the line include the recently announced "Stilemanor" locks and latches and the new "Homegard" light duty locks and latches.

Advertising and merchandising for the "All Star" line tops anything ever offered before by Russell & Erwin. They included national magazine advertising; distinctive display mounts, some of them "firsts" in their design; new colorful envelope stuffers; and newspaper mats.

★ ★ ★

NEWLAND F. SMITH has been appointed general manager of Gray Research and Development Co., Inc., Manchester, manufacturers of television station projection equipment, sound effects consoles and classified electronic communications products for the government. The announcement was made by Walter E. Ditmars, president.

The company is a subsidiary of The Gray Manufacturing Co., Hartford.

Mr. Smith was previously director of general engineering for the Mutual Broadcasting System and Station WOR.

★ ★ ★

SCOVILL MANUFACTURING COMPANY, Waterbury, has announced the availability of a new type button which, according to Paul E. Fenton, vice president in charge of manufacturing sales, "marks the greatest improvement made in uniform buttons in the past 150 years."

The new button looks like any other uniform button, but it's the attaching device which makes it unique. John T. Blake, Scovill executive, developed it from the original design of Eric Nygard, of Woonsocket, Rhode Island. Instead of the ordinary eye through which the thread is sewn, there is a threaded metal stem which can be pushed through cloth into a shank on the back of the button.

The secret of the button's performance lies in a special plastic filler in the button shank, which "gives" when the screwed stem is pressed into it, but holds firmly against a direct pull.

★ ★ ★

EDWIN W. ROBERTS has been appointed design engineer for The Connecticut Light and Power Company, Calvin T. Hughes, engineering

"Federal"
Wiping Cloths

For Every Cleaning and Polishing Job in Industry

• • •

Washed and Sterilized in Our Own Laundry

• • •

Wiping Towel Rental Service

• • •

Cheese Cloths New and Washed

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Seven Caesars- One Secretary



Julius Caesar . . . Dictator . . . needed 7 secretaries, they say, to keep up with his dictation.

Today, *one* secretary can handle the work of *seven* dictators, using the Gray PhonAudograph.

And today's Caesars get more done — they don't make a production out of it every time they dictate a letter!

With PhonAudograph, each central recording unit serves many dictators,

through phone handsets on their desks.

The operator attends to the central recorder; a buzzer tells her when to change discs. Using an Audograph transcriber, she gives you *fast signature service* (on long memos, she is typing your first disc while you're on your second!)

But most important, PhonAudograph — the outstanding achievement in phone dictation — provides these ex-

clusive advantages: unlimited listen-back; no interference from other stations; built-in communication with the operator; push-button simplicity. Nothing less will do the job . . . because today's Caesars are impatient men!

Get the whole story today! Learn about the benefits and economies of phone dictation . . . and see how PhonAudograph provides them — *all of them!*



Gray PHONAUDOGRAPH WITH FULL CONTROL

PHONAUDOGRAPH and AUDOGRAPH (individual dictation instrument) sales and service in 200 U. S. cities. See your Classified Telephone Directory under "Dictating Machines." Canada: Northern Electric Co., Ltd. Abroad: Westrex Corp. (Western Electric Co. export affiliate) in 35 countries. Made by The Gray Manufacturing Company — established 1891—originators of the Telephone Pay Station.

TRADE MARK "AUDOGRAPH" REG. U.S. PAT. OFF.

The Gray Manufacturing Company,
Hartford 1, Connecticut

Please send me your Booklet A-6 on
PhonAudograph *full control* phone dictation.

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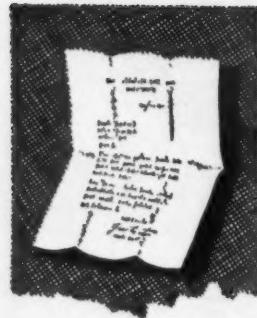
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"DEAR SIRS: By 1960 please send me these items..."



The facts in this letter are not imaginary. They merely sum up what economists predict for the United States by 1960.

To American Industries

Dear Sirs:

By 1960, please arrange to be making thirty per cent more goods than you made for me in 1950.

I expect a growth of about twenty million people in my family, the same as in the past decade. Part of my order is because of them. Part is to increase my standard of living.

If possible, arrange more leisure time for me. I do not wish to work longer hours to pay for increased purchases.

You will, of course, find me new products better than the old. You have done this in the past, but please increase your efforts.

Please tell the electrical manufacturers to be making 2 times as much by 1960. I am increasing particularly my purchases from them.

Very truly yours,
(signed) The American Public

What this letter calls for is clearly understood by any company or industry that has earned public good will and hopes to keep it.

Here are three moves that General Electric is accordingly making:

First, if production and leisure are to increase at the same time, the nation's skilled man power must be used with increased effectiveness.



BRIDGEPORT WORKS

GENERAL  ELECTRIC

To help create more goods to meet America's needs, General Electric is in the middle of a billion-dollar expansion program.

Second, products now on sale must *do* more if people are to get more for their money. Examples may help here. Engineers at General Electric have multiplied the efficiency of turbines, the light from lamps, the power of x-rays, and so on. Such engineering is and must be an always expanding program.

Third, new products must be found to make known products obsolete by comparison. To find new truths, research in America must increase. At General Electric, new research facilities and people are being added.

Here are some fields where scientists say new discoveries could make a big difference to all of us . . . ways to convert atomic energy into useful power . . . ways to store heat for later use . . . ways to create light from now invisible infrared rays . . . "fuel cells" to convert energy of gaseous combustion directly into electricity . . . new metals to stand higher heat (for jet engines and turbines).

October 15th marks General Electric's 75th anniversary. We start the next 75 years with greater experience, more capacity and, we hope, more efficient planning. We hesitate to look back over our shoulders at what has been developed — modern x-ray, electrically driven trains and ships, the tungsten lamp, the fluorescent lamp and such— for we are convinced that the findings of the future will be more significant.

vice president, has announced. He succeeds Raymond R. Lautenschlager, who is retiring after 27 years with the company.

Mr. Roberts will be responsible for all drawings, including design detail and specifications, for facilities utilized in production, transmission and distribution of company service.

★ ★ ★

A NEW LINE of completely pre-assembled, water-tube steam generators, designated Type H, is being produced by The Bigelow Co., New Haven.

The new unit is available in ten standard sizes ranging in capacity from 8,000 to 30,000 pounds of steam per hour. The complete unit package includes drums, tubes, refractory, steel casing, burner, controls, automatic safety detectors and soot blowers. It is shipped complete, ready to operate as soon as service connections are made. The heavy steel base functions as a skid for erection and as a support after the boiler is in place. No special foundations are required.

Free descriptive literature is available on request from The Bigelow Company, New Haven 3.

★ ★ ★

NEW ENGLAND is driving into new ventures at a high-stepping pace. The region started almost 3,600 new corporations in all types of business during the first half of this year, according to a New England Council study.

This is a gain of 20 per cent, which puts New England well in front of the country as a whole.

★ ★ ★

DONALD H. MONTGOMERY, a vice president and chief engineer of the New Britain Machine Company, died recently at his home in Farmington.

He was well known in the machine tool industry in New England. Before joining the New Britain firm about 25 years ago, he was engaged in machine tool building in Vermont and for a time in Hartford.

Mr. Montgomery is survived by his wife, three sons, two grandchildren, and two sisters.

THE RHODE ISLAND WORSTED CO., at one time the largest textile firm in Stafford Springs, will liquidate and its operations will be discontinued by the end of this year, it was announced by Robert Schumaker, vice president and general manager.

The entire property has been sold to Goodman and Theise, owners of the

Stafford Printers. The new owners operate a silk printing plant in Stafford Springs, and plan an expanded manufacturing program, it has been announced by George Piacatelli, general manager.

★ ★ ★

M. B. WALDO, corporation secretary of the H. O. Canfield Company,



Do You Overlap?

It's the most popular golf grip . . . and one with several advantages. Pros point out that overlapping welds the hands together . . . permits good control of the club . . . helps synchronize "break" of wrists at impact.

Overlapping may strengthen your golf game, but it weakens your company's insurance coverage. When policies overlap, your company pays the penalty in unnecessary premiums or even uncollected losses. An insurance "pro" can analyze your policies . . . discover uninsured hazards . . . correct errors and omissions in your coverage. For many years K. M. Vreeland Co., insurance consultants and managing general agents, have been providing Connecticut industry with better coverage at less expense. Cost of their services is generally more than offset by savings they're able to effect . . . while providing better protection. Why not call on them? They'll be glad to discuss your problem and make recommendations.

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OUR REPRESENTATIVE WILL CALL

Connecticut Representative For
CONVEYOR SYSTEMS INC.

LANGLEY MFG. CO.



Gravity Conveyors



CASTERS



HOISTS



SKIDS



DOCK BOARDS

Bridgeport, was honored by coworkers recently, as he celebrated his 40th anniversary with the company.

Mr. Waldo, who joined the company in 1913, started as the assistant superintendent of the plant. He has progressively advanced to higher positions, and was elected to his present position in 1938.

★ ★ *

ALFRED V. BODINE, president of the Bodine Corporation, Bridgeport, and past president of The Manufacturers Association of Conn., Inc., is among four members of top management who will visit Berlin, Germany, to present a course on American management attitudes, methods and techniques to West Berlin industrialists, beginning early this month.

The four man team, according to Mr. Bodine, was selected by the State Department upon request of the German government. The request for the team originated with the Berlin Chamber of Commerce and Industry.

Mr. Bodine will represent the machine tool industry. Other members of the team include Charles E. Schatzvet, president, Guide-Kalkhoff-Burr, Inc., New York, for the printing industry; Paul Herschopf, vice president, Henry Rosenfeld, Inc., New York, for women's clothing; and Vale E. Freeeland, director, Department and Furniture Store Sales of the Westinghouse Electric corporation, Mansfield, Ohio, for the electrical appliance industry.

In the implementation of the project, Mr. Bodine said, "it can materially assist West Berlin industry in its struggle to improve its marketing practices and thus aid in the creation of additional employment opportunities."

★ ★ *

G. W. BEALS, chief applications engineer of the Illuminating Division of The Miller Company, Meriden, has been elected to Fellow grade membership in the Illuminating Engineering Society.

Fellow grade is the highest technical award of the Society, attained only by invitation in recognition of outstanding contribution to the technical activities of IES and the lighting industry.

The certificate of award was presented to Mr. Beals at the National Technical Conference of Illuminating Engineering Society of New York last month.

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GEORGE W. HESTON has recently been named manager of the manufacturing division of the New Haven Chamber of Commerce, and director of public relations for the group. He was formerly personnel director of Sidney Blumenthal & Company, Shelton.

Mr. Heston started with Sidney Blumenthal & Company in 1946 as personnel assistant. In this position he supervised various training programs, prepared training manuals, edited a house organ, and coordinated all recreational activities. In 1947 he was appointed personnel director.

A Yale graduate, Mr. Heston served in the Army Air Force for four and a half years. He is a member of the Shelton Kiwanis Club, and is serving as a member of the board of directors of the Derby-Shelton Community Center.

★ ★ ★

THE BUSH MANUFACTURING CO., West Hartford, has recently announced the purchase of the Heat-X-Changer Company, Brewster, New York.

The Brewster concern manufactures

liquid coolers, heat exchangers, intercoolers, after coolers and other heat transfer products.

★ ★ ★

A PROFIT-SHARING retirement trust plan for its 200 employees has recently been instituted by The National Automatic Products Co., Berlin.

According to Meyer E. Bailey, chairman of the board of directors, the company will bear the complete cost of the fund and will contribute 15 per cent of its profits to the plan each year. A point system will be used to determine each employee's share in the plan on the basis of length of service and wages earned per year.

Anthony F. Kasprow, president of the company which makes parts for military and non-military piston and jet engines, has revealed that the company adopted the plan because it believes it would be to its best interests and those of its employees.

★ ★ ★

ALFRED W. CAVEDON, secretary-treasurer of the Aldon Spinning Mills Corp., of Talcottville, has revealed the purchase of the Belmont Woolen Yarn

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Mills, of Woonsocket, Rhode Island.

The Woonsocket mill, which has been in operation for over 30 years, manufactures woolen and specialty yarns and employs between 100 and 125 workers. According to Mr. Cave-
don it will be operated under the pres-
ent management.

★ ★ ★

DR. CRIT PHARRIS, supervisor of the health and safety section of the personnel department of the Pratt and Whitney Division, United Aircraft Corporation, died recently at Hartford Hospital.

Dr. Pharris, a widely recognized authority on industrial medicine, was a native of Granville, Tennessee. He came to Connecticut in 1940 when he became industrial hygiene physician for the Connecticut State Department of Health. Three years later he was appointed assistant medical director of the United Aircraft Corporation. In April of this year he undertook his most recent post with the corporation.

Dr. Pharris was a member of the East Hartford Medical Society; the Hartford County Medical Association; the Connecticut Medical Society; the American Medical Association; the New England Industrial Medicine Association; the Connecticut Heart Association, and the American Public Health Association. He was chairman of the committee on occupational health of the Connecticut State Medical Association, and a member of the Greater Hartford Employment of Physically Handicapped Committee.

★ ★ ★

WHEN THE FIRST disposable paper cup was produced in this country by The American Paper Goods Company of Kensington, about 40 years ago, Bernard P. Moore, 70, had already served 16 years with the company. Now, after 56 years of service, Mr. Moore has retired, but plans to spend some of his time in the preparation of a history of the company which was established in 1897.

Mr. Moore's first assignment with the firm was as a printing press feeder. In 1909 he became foreman of the handfold department. In 1915 Mr. Moore became production manager, the position he held until his retirement.

Active in civic affairs in Kensington, Mr. Moore has served as Third Selectman, a member of the Democratic



B. P. MOORE, recently retired from The American Paper Goods Company, Kensington, is shown with President A. S. Redway.

Town Committee, and a member of the Board of Finance.

Mr. Moore and two of his neighbors who live on Church Street in Kensington, recently completed a total of 140 years of service with the company. Timothy Hannon was with the firm for 52 years, and John H. Kayser served 32 years. All three of these men have been pensioned under the newly instituted American Paper Goods Retirement Plan.

★ ★ ★

PRECISION EQUIPMENT, INC., Danbury, has recently announced the acquisition of the business of Hill Machine Co. of Newtown, Conn., which will be continued under its corporate name, at the Precision Equipment plant in Bethel.

The following officers have been elected: Chairman of the Board, G. E. Woods Humphrey; President, Herbert Michel; Vice President, Robert Ducas.

The corporation has also acquired control of Warsop Power Tools, Inc., and moved that business to Bethel from Wilmington, Delaware.

Editorial

(Continued from page 5)

than leadership in other fields—leadership that earns its public support by moral character and all that it implies.

I think we have a very clear-cut example of this in the fact that so many people assume the sole responsibility for leveling out the curves of boom and depression should be in the hands

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of government. They assume this to a large extent because in the past we in business leadership have abdicated, and we have suffered a rather serious loss of freedom thereby. Many of the things that government may do today in this area are things which executives themselves could do voluntarily if they would.

I do not mean that it is wrong for government to have any hand in stabilization. I think it should up to a point, and I think that businessmen should be the first ones to seek and encourage the exercise of such action. But if we are to remain free, what government does should cover only the most fundamental essentials—controlling the flow of credit and taking other indirect actions, but leaving the maximum for us to effect voluntarily.

We certainly have come some way in a generation, and the sense of responsibility of business leadership is far greater than it has ever been before. And while we have a long way to go yet, and the time to get there is fleeting, business leadership is capable of meeting the challenge. And I believe it will.

Owls and Eyes

(Continued from page 15)

On receipt of each verified case report from a plant, the National Society for the Prevention of Blindness furnishes a gold Wise Owl pin, a shop badge and a certificate. Special presentation ceremonies afford a good opportunity to publicize the company's safety program both in and out of the plants. Each Wise Owl pin wearer becomes a successful advertisement for the plant safety program.

Since one out of every five industrial accidents is an eye injury, it can be seen that about 300,000 tragic, expensive eye accidents occur annually. The Wise Owl Club of America has proved to be our most effective weapon in the continuing campaign to protect the vision of America's working men and women, to cut down needless financial loss for all concerned, and to help Connecticut maintain its outstanding position in our industry.

Full details on the establishment of a Wise Owl Club chapter may be obtained by writing to Mr. O'Neil at the National Society for the Prevention of Blindness, 1790 Broadway, New York 19, N. Y.



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BUSINESS TIPS

from

School of Business Administration
University of Connecticut

When to Replace Your Equipment

By A. D. JOSEPH EMERZIAN
Assistant Professor of Industrial Administration

A BASIC motivation of management is at least to maintain and more desirably to improve the firm's competitive position in the industry. To accomplish this objective, one criterion is that the firm operate with a minimum cost structure. It is well recognized that the firm's level of costs is greatly influenced by the nature of the equipment used. It appears reasonable, therefore, that it is in the interest of management to determine proper policies, sound analytical techniques and sensitive controls over the status of its equipment. The purpose of this article is to present a sound technique for equipment analysis with the hope that it will encourage management to re-examine its attitude towards equipment analysis particularly in those cases where such decisions are made by rule-of-thumb methods.

An Application of the Theory

The basic theory underlying the method of equipment analysis to be presented was discussed in a previous article (Connecticut Industry, October, 1952), and reference should be made to it, if a more complete comprehension of this technique is desired.¹ Notwithstanding repetition, it is essential that three concepts be defined:

1. Operating inferiority—the difference in operating costs between a machine in use and a new machine.
2. Inferiority gradient—the predicted yearly operating inferiority.
3. Adverse minimum—the lowest combined time-adjusted average of capital cost and operating inferiority.

Let us assume a cost comparison between two machines which results in the data of Table 1:

Table 1
Determination of Operating Inferiority

Factors	Next Year's Operating Advantage	
	New Machine	Present Machine
Direct Labor	\$1,200.00	
Maintenance	50.00	
Power	27.00	
Taxes		\$ 22.00
Floor Space		55.00
Total	\$1,277.00	\$ 77.00
Net Operating Inferiority (Present Machine)		\$1,200.00

¹The interested reader should also refer to the excellent publications of the Machinery and Allied Products Institute, particularly the book, Dynamic Equipment Policy, by George Terborgh.

This table indicates that the present machine would cost \$1,200.00 more to operate for the next year than the

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new (challenger) machine irrespective of capital costs. Assuming the old machine had been in operation for six years, this would mean that it had suffered operating inferiority at the average rate of \$200.00 per year ($1200 \div 6$). The assumption is made under this technique that this inferiority gradient will continue into the future and what is now the new machine will suffer operating inferiority of \$200.00 per year by *newer* machines. Further assuming an interest rate of 10% and cost of acquisition for the new machine of \$9,000.00 with no salvage value, derivation of the new machine's adverse minimum is shown in Table 2.

The adverse minimum for the new machine is \$2,195.00. This means that if the decision to purchase the new machine were made today, it would cost an average of \$2,195.00 per year to operate this machine plus the regular operating expenses.

It can be seen that the adverse minimum includes charges for the cost of capital and for losses in operating inferiority due to the probable introduction of new machines. Furthermore, it

Table 2

Derivation of Adverse Minimum of a New Machine having a Cost of \$9,000 and an Inferiority Gradient of \$200 per year (no salvage value)

Years of Operating Service	Operating Inferiority	Cumulative					
		Present Worth of Operating Inferiority	Present Worth of Operating Inferiority	Operating Inferiority	Capital Cost	Time Adjusted Annual Average	Total
1	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$9,000.00	\$9,000.00	\$9,000.00
2	200.00	140.00	140.00	81.00	5,184.00	5,265.00	
3	400.00	300.00	440.00	177.00	3,618.00	3,795.00	
4	600.00	410.00	850.00	268.00	2,835.00	3,103.00	
5	800.00	497.00	1,345.00	355.00	2,376.00	2,731.00	
6	1,000.00	565.00	1,910.00	441.00	2,079.00	2,520.00	
7	1,200.00	616.00	2,526.00	518.00	1,845.00	2,363.00	
8	1,400.00	654.00	3,180.00	595.00	1,683.00	2,278.00	
9	1,600.00	678.00	3,858.00	671.00	1,566.00	2,237.00	
10	1,800.00	695.00	4,553.00	742.00	1,467.00	2,209.00	
11	2,000.00	702.00	5,255.00	809.00	1,386.00	2,195.00*	
12	2,200.00	702.00	5,957.00	876.00	1,323.00	2,199.00	
13	2,400.00	698.00	6,655.00	938.00	1,269.00	2,207.00	

*Adverse Minimum

is estimated that the service life of this machine will be eleven years; that is, if the present rates of improvement are

maintained, this machine will be able to withstand economic replacement for 11 years.



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Application of Formula for Determination of Adverse Minimum

A formula has been developed which approximates the new machine's adverse minimum in a matter of a few minutes. This formula is as follows:

$$\text{Adverse Minimum} = \frac{\sqrt{2CG}}{2} + \frac{IC-G}{2}$$

- When:
1. C = Cost of Acquisition
 2. G = Annual Inferiority Gradient
 3. I = Interest Rate (in decimals)

Using the same data as above, and substituting in the formula, we have:

$$\text{Adverse Minimum} = \frac{\sqrt{2(9,000)} (200)}{2} + \frac{.1 (9,000) - 200}{2}$$

$$\text{Adverse Minimum} = \underline{\underline{\$1,247}}$$

It is readily evident that the formula does not yield the exact answer, however, the error of 4.4% is considered insignificant for purposes of replacement analysis.

Should the Machine be Replaced?

So far we have determined the new machine's adverse minimum; it remains to calculate the adverse minimum of

the present machine. We have found that if the present machine were to operate next year, it would incur an operating loss of \$1,200.00. To this loss must be added the cost of capital. If we assume the present machine is worth \$4,000.00 and during the year will suffer a salvage loss of \$1,000.00, the capital costs will be \$1,000.00 in salvage value and \$100.00 in interest. Thus, the adverse minimum of the

present machine is the summation of the following:

1. Operating Loss	\$1,200.00
2. Salvage Value Loss	1,000.00
3. Interest	100.00
Adverse Minimum	<u><u>\$2,300.00</u></u>

Inasmuch as the adverse minimum of the new machine is \$2,195.00 and the present machine \$2,300.00, it behooves us to recommend replacement of the present machine.

Summary

This method of analyzing equipment replacement problems is a significant contribution to management techniques, because it represents the first attempt to measure and evaluate the influence of future equipment upon current facilities decisions. It is a method which is founded upon carefully considered assumptions and rigid logic, and it commands the consideration of every executive who makes equipment decisions and has been forced to adopt some rule-of-thumb or perhaps even a guess.

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AD-VENTURES

Numbers 1-8

By Harry B. Coffin

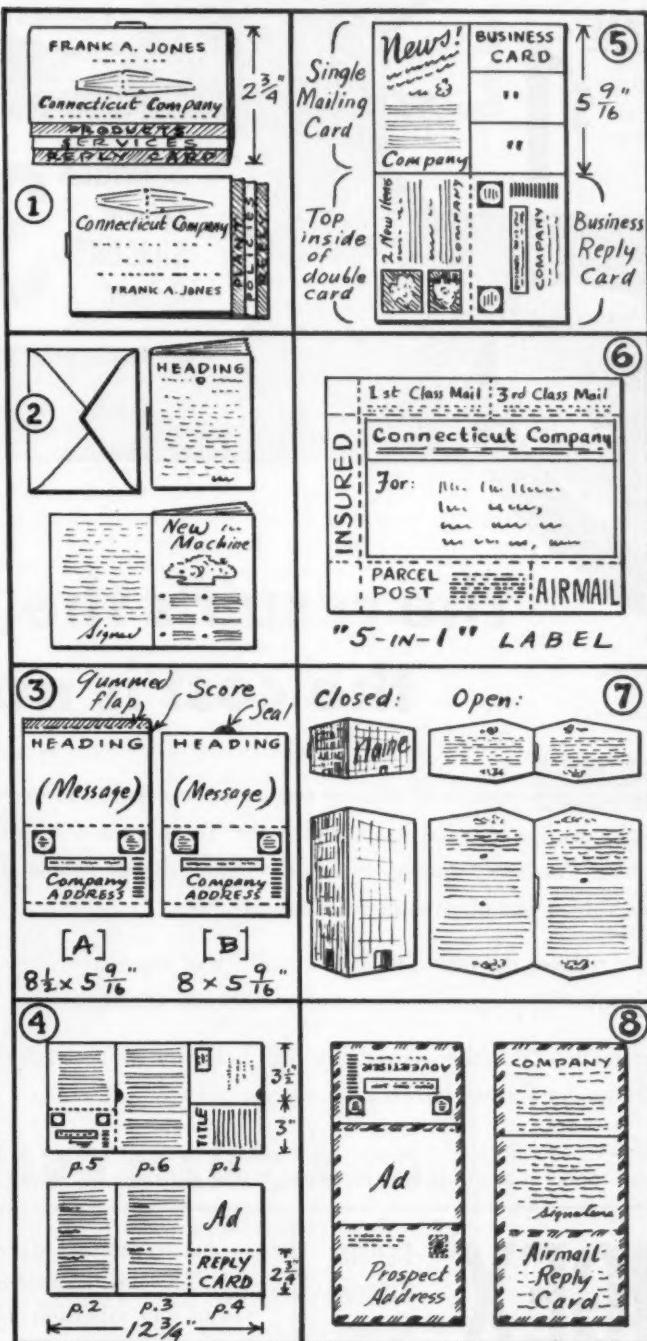
This is the first of a monthly series of illustrated plans for advertising mailing pieces. Eight pieces will be described each issue, at least some of which should offer novel features for your consideration. Most plans are for announcements, letters, mailing cards, house publications, business cards, booklets, or self-mailers, which can be adapted for sending to dealers or prospects. These sketches show how special features can be included to add to their utility, how various functions can often be combined in one piece, and how several jobs can be run together on the same sheet, to save time and production costs. All layouts in this series should be saved for future reference. Check them when planning future mailing pieces and dealer helps. Let us know if they assist you!

1. Salesmen will value these 8-page business cards, longfold (top) or shortfold (below), with stepped edges. Page 1 has the usual copy for a business card. Page 2 can be left blank for personal notes to the prospect or for an estimate. The four center pages describe the company, its products and policies, "indexed" on the exposed edges. Back cover ($2\frac{3}{4} \times 4$ " min.) serves as detachable reply or order form.

2. When a booklet is to be mailed, added attention for the accompanying sales letter can often be secured by making it the booklet's cover. Here, a $4\frac{1}{4} \times 5\frac{1}{2}$ inch size is used, saddle-stitched long way, mailed in Baronial envelope. Letter continues to page 2, 3, or 4, followed by booklet. If not a form letter, each message can be typed individually. Each letter can be stamped over the fold after typing with office stapler.

3. For short messages, individually typed, to salesmen, dealers, or prospects, where prompt replies are desired, use a bristol stock, same bulk as a post card, in white or color. Print small letterhead at top, leaving $3\frac{1}{2}$ inches for a maximum of 20 typed lines, single spaced, down to printed perforation at fold. Recipient uses this to detach business reply card, blank on back, so it serves for any reply message. (A) has gummed edge, (B) seal.

4. Small firms who need regular monthly contact with prospects, such as a house organ provides, but with a small budget, can use this 6-pager, same bulk of paper as post card, e.g., $6\frac{1}{2} \times 12\frac{3}{4}$, grain $6\frac{1}{2}$ " way for two parallel folds to mail $4\frac{1}{4} \times 6\frac{1}{2}$ ", closed by seal over edge. Keep $3\frac{1}{2}$ " at right on page 1 for address. Allows 90 sq. in. for 2,200 words, if in this type size; reply card $2\frac{3}{4}$ " (min.) $\times 4\frac{1}{4}$ " wide.



5. Whenever possible, anticipate printing needs, so you can combine runs using same type of paper. Saves on composition, lock-up, make-ready, ink, press-work, cutting, and overhead costs. Here, e.g., five forms are combined on one bristol board sheet, $7\frac{1}{2} \times 11\frac{1}{4}$ " trim size: a single mailing card, a double mailing card—half for reply; and three areas for business cards (names can be changed during run).

6. Most companies need labels for mailing packages. Here, perforated strips along top, bottom, and left edges carry specifications for post office. Remove unwanted tabs on perforations for any desired combination of first-, third-, or fourth-class (parcel post) mail; with or without airmail, and insurance. Office executive's secretary attaches label thus prepared to material, or to shipping order.

7. Many manufacturing plants, offices, and retail stores, are in rectangular-shaped buildings, with some architectural features in exterior design, and color, or outdoor signs, etc., which make for a unique appearance used as a "bleed" cover of small folder, booklet, or folded business card. For a three-dimensional effect, trim the two sides of angle at top and bottom edges, after folding, for horizontal or vertical building.

8. A short sales message to distant dealers or prospects gains in attention value if sent by airmail on folded bristol stock, same bulk as a post card. Use red and blue inks for striped airmail border design to bleed four edges, both sides. Bottom section inside for airmail business reply card ($2\frac{3}{4} \times 4$ " min. to $3\frac{9}{16} \times 5\frac{9}{16}$ " max.) for recipients in the U. S. Allows two times area of post card for message; and add space on back, center.



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Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

Prices, Costs, and Profits

TRADITIONALLY, we believe, there has been a relatively wide divergence of opinion by economists on one hand and cost accountants on the other hand in connection with this subject.

Economists generally contend that the lowering of prices will produce sufficient additional markets to allow the manufacturer to maintain his high over-all profits while reducing his unit profits. Further, they contend, the end result will be a flattening of the business cycle. If it were possible to induce the majority of business men to adopt this attitude and put it into effect at one and the same time, there would undoubtedly be a large increase in our national sales volume. Cost accountants however, we believe, are in a position to show conclusively that the resultant increase in sales could not possibly compensate for the necessary price reductions.

Economists, we believe, usually do not consider the fact that all manufacturers are not equally efficient. The human element alone will prevent manufacturers, although in the same field, of equal size, and operating under identical conditions from operating at the same rate of profit. As soon as we encounter the situation of many manufacturers producing the same product at varied rates of profit, the problem of the marginal producer is raised. If prices are cut by the more efficient producers, the marginal producer will have to drop out since he will no longer be able to operate at a profit. This in turn brings about unemployment and starts us again on the depression swing of the business cycle. While the efficient producer may require additional labor to meet the increased market for his product, he will obviously be unable to absorb all displaced labor.

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As price cutting continues, more producers will have to drop out, and eventually we may find that the most efficient producer has in effect a monopoly. Under this condition, human nature being what it is, prices immediately begin to go up. Shortly the increased prices entice others into the

field, and we are off again on the same old merry-go-round.

Price cutting in itself will not solve the problem. Even the economies which may be obtained by efficient cost analysis will not compensate for the price cutting that would be necessary to obtain a sufficiently large mar-

ket to offset the reduced unit prices. In the United States, we probably have a smaller degree of distinction among the economic classes than in any other country in the world. However, it appears that these classes are still far enough apart so that a few cents price decrease will not bring an article previously available only to the middle income brackets within the reach of the lower income brackets. Much more substantial reductions are required to bring about such a result.

It is the job of the cost accountant and economist to determine present costs, predict future trends of business, and set prices accordingly. Both must work together to attain the ultimate in efficiency. Prices may be reduced safely only when they produce a market large enough to allow the manufacturer to retain his profits at their normal level. Such a point is reached only when a technological improvement in the industry enables all manufacturers in the field to reduce their costs and their prices. Under these conditions, products are sold at a greatly reduced price but with the same per cent unit profit.

A business man is not willing to invest more capital and incur the added risks of increased production until he is compensated by increased over-all profits. Thus, reducing unit profit is not the answer—the answer is to reduce cost; and, although the cost accountant can help by efficient cost analysis and presentation to bring about lower unit costs, this in itself is not sufficient. The combination of skills that is actually needed to attain the desired end is not merely that of the economist and the accountant, but is actually that of the economist, accountant, scientist, and engineer.



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(Continued from page 12)

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SPOTLIGHT ON THE FUTURE*

By R. C. SWANTON
*Director of Purchases,
Winchester Repeating Arms Company,
Division of Olin Industries, Inc.*

General Business Conditions

THE September survey reveals no significant improvement over August, when it was reported the Fall and Winter upswing might be a slow starter. Order books are lower and production has only inched up. The conditions seem to be almost parallel with those[®] of September, 1948, when the stage was being set for the 1949 recession. There is one exception. Unworked inventories, which have been undergoing reducing treatment for several months, are much lower and better balanced than in September, 1948.

Prices are softening, led by copper, lead and zinc, this month. Employment is lower, with slightly more layoffs than additions reported, which is a very rare condition for September. Buying policy is short-range, predominantly 60 days and under.

The pressure for business is sharpening in most all lines. Foreign competition is more noticeable. Purchasing Agents expect business will taper off during the fourth quarter but still be at a high level. The situation is not alarming but calls for caution and close watching. October will have to show a real spurt for industrial business to equal the fourth quarter of 1952.

Commodity Prices

The industrial purchased materials price structure for September again shows weakness and instability. Price increases are more than balanced out by decreases, nonferrous metals taking the heaviest decline. The long-expected drop in copper and brass prices has occurred. Still pending is the disposition of the large Chilean copper surplus.

The declining order backlog condition of many fabricators has intensified competition. Foreign producers are stepping up selling activity in this country.

Inventories

Unworked material inventories took another dip in September, the third month in succession that more than 30% have reported lower stocks. Those having inventory increases comment it is due to seasonal pickup, production cutbacks, improved vendor deliveries, strikes, and suppliers' shipping ahead of schedule. Lagging order books, availability of materials, lack of confidence in prices, all contribute to the conservative view on material investment. Over-all, stocks are believed to be in better balance and in improved turnover position.

Employment

More report layoffs than new hirings, a most unusual condition for September. The principal reasons: production curtailments, students returning to school, and strikes. The situation is not bad, as 78% report holding to previous high employment or adding to pay rolls. Overtime is fast disappearing and some plants have cut under 40 hours to hold their people. Productivity is improving, as is usual when layoffs and short time occur. Several areas report all types of labor available and better selectivity. Others are looking for skilled help.

Buying Policy

Future commitment range shows practically no change from the previous cautious view of the markets. 75% report holding to "hand-to-mouth" to 60 days in the bulk of their purchases. This policy is supported by falling backlogs, price instability, ready availability, and tight inventory control.

Specific Commodity Changes

The downs far overshadow the ups, both in number and degree of change. Copper, lead and zinc, with their products, led the declines in September.

Reported up: Steel and gray iron castings, paper and paperboard containers, some electrical equipment, fatty acids, sheet glass, refractories, soap, sulphuric acid, titanium dioxide.

On the down side: Automobiles (new and used), brass, cattle, coal, petroleum coke, copper, cotton, cotton linters, electrical appliances, ethyl ether, ferromanganese, gelatin, glycerin, low priced homes, scrap iron, lead, lumber, mercury, rubber, tin, vinyl acetate, copper wire, zinc, zinc dust and oxide.

Hard to get: Cement (seasonal), graphite, polyethylene, structural steel.

Most other commodities are reported available or in easing position.

Canada

Industrial Fall and Winter business is reported starting up with a bang in Canada. Orders and production are substantially up. Commodity prices are holding much better than in the States. Inventories are slightly higher. Employment is high. Buying policy range is somewhat longer than in the United States.

Canadians are optimistic that business will remain at its present high level over the balance of the year.

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BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

In July the index of general business activity in Connecticut declined four percentage points to an estimated 28% above normal. This current decrease offsets the rise which occurred in May and June and returns the index to approximately the level which obtained in the early months of this year. All five components of the general index tended to fall off this month, employment and cotton mill operations moderately, and man-hours, freight shipments and construction activity somewhat more noticeably. The heavy vacation closings among industrial concerns had an important bearing on the July business level, especially in the reduction of the number of manhours worked. Freight shipments, which had been particularly heavy in May and June as firms rushed shipments off ahead of summer vacations, dropped substantially. Construction activity while still exceptionally high, is below the

the number of people employed. In July, however, there were some layoffs in connection with vacation shutdowns. A comparison of current manufacturing employment totals for Connecticut and the principal labor market areas with the preceding month and the corresponding month of last year is shown in the following table taken from State Department of Labor reports.

The July index of manhours worked in Connecticut factories fell off five percentage points to an estimated 30%

Manufacturing Employment

	July 1953	June 1953	July 1952
Connecticut	448,280	456,090	413,780
Hartford	78,460	78,380	75,570
Bridgeport	72,730	74,950	68,550
New Haven	49,340	48,510	44,640
Waterbury	47,240	48,250	44,400
New Britain	29,230	29,270	27,560

record level of last year. The United States index of industrial activity is estimated at 20% above normal in July reflecting little change during the last five months.

The index of employment in Connecticut factories is estimated at 27% above normal in July, a decrease of one percentage point. Prior to this decline the index had experienced six successive increases, rising from +22% at the beginning of the year to +28% in June. During the early months of the year there was steady growth in

above normal. Many industrial plants throughout the State closed for vacation periods of one or two weeks in July thereby substantially reducing the total number of manhours worked. Although in the development of the index allowance is made for seasonal variations, the vacation shutdowns this year were somewhat more extensive than usual. Average hours worked in Connecticut factories were 41.8 compared with 42.5 last month and 41.2 a year ago. Because of the shorter workweek average weekly earnings for production workers declined to \$73.57 in July from \$74.80 in the preceding month and compares with \$68.13 in the corresponding month of last year. Basic hourly earnings increased one cent in July to \$1.69 compared with \$1.59 a year ago.

The index of construction work in progress in Connecticut declined noticeably in July to an estimated 80% above normal. Although construction activity is running somewhat below the record heights of the last two years the current volume is still considerably above the level of normal activity. The average of the index for the first seven months of this year is +82% compared with +97% and +107% for the corresponding period of 1952 and 1951, respectively.

In July the Bureau of Labor Statistics' wholesale and consumer price indexes both increased over the preceding month. The wholesale commodity index rose sharply between

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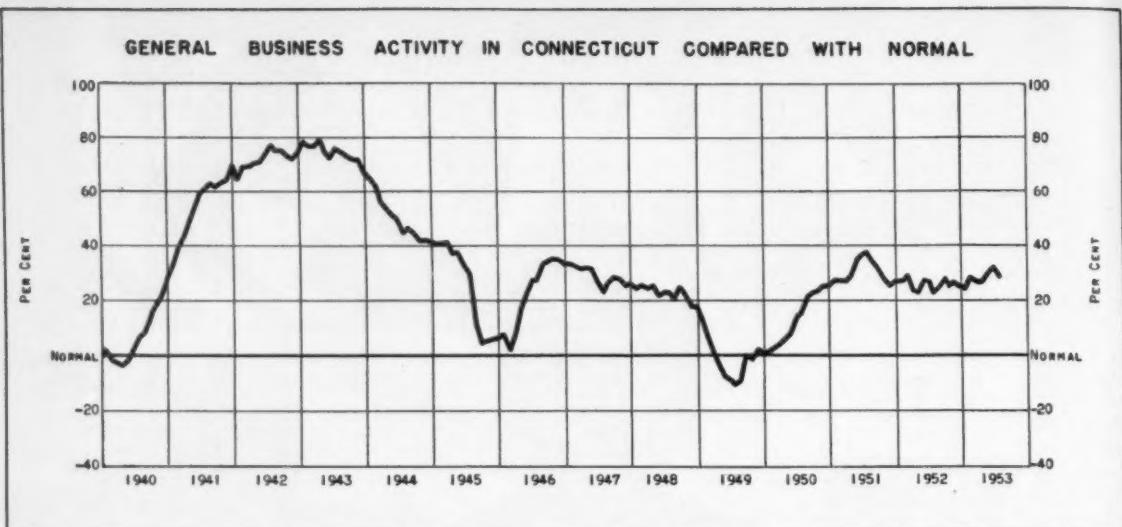


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April 1950 and February 1951 and then tended to fall off gradually until the end of 1952. During the first half of this year wholesale prices had remained relatively level but in July a noticeable increase occurred. Higher prices for farm products and processed foods are largely responsible for the current advance. Both of these groups, particularly farm products, had experienced decreases during the past year. Other commodities to record significant price increases in July are fuel, power and lighting materials, and metals and metal products. Consumer prices, following a noticeable advance during the early stages of the Korean War, tended to level out about a year ago. In recent months, however, they have shown a moderate upward trend and the July index reached an all time high. Increases in rents, medical care, transportation and further recovery in food prices caused the index to rise between mid-June and mid-July, although costs were going down for apparel and recreation. At the present time the wholesale and consumer indexes are both approximately 14% above January 1950 standings.

Employee Incentive and Security in Small Business

(Continued from page 13)

vehicle for providing retirement benefits. A deferred profit sharing plan, as contrasted with a pension plan, does not and cannot call for fixed contributions nor does it provide definitely

determinable benefits at retirement age. The exact amount to be available at retirement is dependent upon each year's contribution to the plan, which, in turn, depends upon the amount of profits of the company and the con-

tribution formula. For example, a plan may call for contributions of 30% of net profits, excluding the first twenty thousand dollars of such net profits. In such a plan, if there were no other limits, and if the company had a net



profit of fifty thousand dollars, a contribution of nine thousand dollars would be made. If the profits the following year were only twenty thousand dollars, no contribution would be made.

From the nature of the two types of qualified retirement plans it can be seen that the pension plan has certain definite advantages. The certainty of the amount of retirement benefits in the minds of employees is perhaps its chief advantage. The profit sharing plan also has certain advantages including the creation of incentive and a feeling of employee partnership in the business as well as flexibility of contributions. (We are not here concerning ourselves with a discussion of cash profit sharing plans. Consideration should be given, however, to combining the cash type of plan in any situation where a deferred profit sharing plan is to be used in order to achieve the maximum incentive.)

Combination Plans Often The Answer

There is no question but that there is considerable merit in both types of qualified retirement plans if they are properly constructed and carried out by management. A combination of these two types of plans may give the employer and employees the advantages inherent in each type of plan. The exact proportions of the company's estimated annual contribution for total retirement benefits to be utilized in the pension plan or the profit sharing plan would depend on many factors, particular to each case. In the case of small companies where fixed costs must be kept at a minimum, for example, a combination of the two plans in a proportion so that the pension offers only a basic, minimum, comparatively low-cost benefit plus a supplementary profit sharing plan, can produce very desirable results. Under the pension plan, however large a proportion of the combination plan it may be, definite retirement benefits in addition to Social Security are provided. This may be accomplished by means of an insured pension plan making use of individual contracts or a group insurance contract or by means of individual contracts combined with auxiliary funds, or if the facts warrant it, by means of a self-insured trustee plan. The supplementary profit sharing plan may then be used to add to the basic pension whatever the employees are

able to produce in the way of profits in which they will share. Thus, the total retirement benefit an employee receives will depend partly on his own efforts and the success of the business, but he will also be guaranteed a pension in addition to his Social Security benefits.

The profit sharing portion of such a combination plan may be drafted so as to provide for disability benefits, death benefits, and may even permit loans to employees for certain purposes. The contributions to the profit sharing plan may be invested in a variety of ways, including common stocks, U. S. Bonds, and insurance contracts to supplement the pension plan. A qualified profit sharing trust is itself exempt from income tax and any earnings on or appreciation in the value of investments in the trust are tax-free. This is an important consideration in determining the type of investments to be made under the profit sharing plan.

Combination plans have proved successful in many cases and are producing very adequate retirement funds in addition to creating a feeling of employer-employee teamwork through profit sharing. For example, one such combination plan under which average pension benefits amount to approximately \$50 monthly is accumulating benefits of more than twice the pension premiums in the profit sharing trust. In another typical small business employing approximately forty-five employees, in the third year of operation, twenty-five employees are participating in the combination plans and the other employees will become eligible during the next two years. Pension benefits average \$30 a month at retirement at an average cost of approximately \$200 a year per employee, while the average annual contribution per employee to the profit sharing trust has been in excess of \$700.

In closing it should be stressed again that no one plan or combination of plans can be said to provide the answer in all situations. In some companies a pension plan alone or a profit sharing plan alone may be the best practical solution to this problem. Even in the many cases where combination plans are feasible, the proportions between pension and profit sharing, the formulae, and other benefit provisions of the plans must all depend upon the particular circumstances of the case.

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Baer Brothers	Stamford	Batteries		Bigelow Co The	New Haven
Aluminum—Sheets & Coils		Bond Electric Corporation Division of Olin Industries Inc (flashlight, radio, hearing aid and others)	New Haven	Boots and Nuts	
United Smelting & Aluminum Co Inc	New Haven	Winchester Repeating Arms Co Division of Olin Industries Inc (flashlight, radio, hearing aid and others)	New Haven	Blake & Johnson Co The (nuts machine screw-holts, stove)	Waterville
Ammunition		Batteries		Clark Brothers Bolt Co	Middletown
Remington Arms Co Inc and Peters Cartridge Div	Bridgeport	Bond Electric Corporation Division of Olin Industries Inc (flashlight, radio, hearing aid and others)	New Haven	O K Tool Co Inc The (T-Slot)	33 Hull St Shelton
Winchester Repeating Arms Company Division Olin Industries Inc	New Haven	Bathrooms		Bonderizing	
Anodizing		Accessories		Clairglow Mfg Company	Portland (Advt.)
Conn Metal Finishing Co	Hamden	Autoyre Company The	Oakville		
Anodizing—Aluminum		Charles Parker Co The	Meriden		
All Brite Chemical Co (also coloring)	Oakville	Batteries			

IT'S MADE IN CONNECTICUT

Bottle Openers	Brass Mill Products	Cable—Service Entrance
Scoville Mfg Co (steel, anodized aluminum) Waterbury	American Brass Company The Bridgeport Brass Co Chase Brass & Copper Co Plume & Atwood Mfg Co The Scovill Manufacturing Company Western Brass Mills Division of Olin Industries Inc	Waterbury Bridgeport Waterbury Thomaston Waterbury 91 Olin Industries Inc New Haven
Box Board	Brick-Building	Cages
Lydall & Foulds Paper Co The National Folding Box Co Inc Robertson Paper Box Co Gair Company Inc Robert New Haven Pulp and Board Co The	Manchester New Haven Montville Montville New Haven	Andrew B Hendryx Co The (bird and animal) New Haven
Boxes	Bricks—Fire	Cams
Clairglow Mfg Company (metal) Connecticut Container Corporation Gair Company Inc Robert (corrugated and solid fibre shipping containers) Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes) Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup)	Portland New Haven Montville Durham Bridgeport	American Cam Company Inc Hartford Special Machinery Co The Rowbottom Machine Company Inc
Boxes and Crates	Bright Wire Goods	Canvas Products
City Lumber Co of Bridgeport Inc The	Donnelly Brick Co The	F B Skiff Inc
Bridgeport	Howard Company Mullite Refractories Co The	Capacitors
Boxes—Metal	Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks)	Electro Motive Mfg Co Inc The (mica & trimmer) Willimantic
Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes)	Hartford Special Machinery Co The	American Associates Mfg Corp
Durham	Bright Wire Goods	Deep River
Boxes—Paper—Folding	Bronze Powders	Card Clothing
Atlantic Carton Corp Bridgeport Paper Box Co Carpenter-Hayes Paper Box Co Inc The	Baer Brothers	Standard Card Clothing Co The (for textile mills)
Norwich Bridgeport East Hampton	Fuller Brush Co The	Stafford Springs
Curtis & Sons Inc S Dowd Carton Co M S Folding Cartons Incorporated (paper, folding)	Buckles	Carpenter's Tools
Sandy Hook Groton Verasilles	B Schwind & Sons G E Prentice Mfg Co The Hawie Mfg Co The John M Russell Mfg Co Inc North & Judd Manufacturing Co Patent Button Co The United States Rubber Company ware Division	Sargent & Company (Planes, Squares, Plum Bob, Bench Screws, Clamps and Saw Vises)
Gair Company Inc Robert National Folding Box Co Inc (paper folding)	Hartford	New Haven
Portland New Haven	Brooms—Brushes	Carpet Cushion
New Haven Pulp and Board Co The	Stamford	Sponge Rubber Products Co Inc
New Haven	Buckles	Shelton
Robertson Paper Box Co Warner Bros Co The	Staffordville Kensington Bridgeport Naugatuck New Britain Waterbury Shoe Hard-Waterbury	Bigelow-Sanford Carpet Co
New Haven	Buffing Compounds	Thompsonville
Boxes—Paper—Setup	Roberts Rouge Co The	Casters
Box Shop Inc The Bridgeport Paper Box Co Heminway Corporation The Strouse Adler Company The Warner Bros Co The	Stratford	Bassick Company The (Industrial and General)
New Haven Bridgeport Waterbury New Haven Bridgeport	Buffing & Polishing Compositions	Bridgeport
Brake Cables	Apothecaries Hall Co Lea Mfg Co	Casters—Industrial
Eis Manufacturing Co	Williamsburg Buff Div The Bullard Clark Company	George P Clark Co
Middletown	Burners	Windsor Locks
Brake Linings	Plume & Atwood Mfg Co The (kerosene oil lighting)	Bradley & Hubbard Mfg Co The (grey iron, brass, bronze, aluminum)
Raybestos Div of Raybestos-Manhattan Inc The (automotive and industrial)	Burners—Automataic	Meriden
Bridgeport	Peabody Engineering Corporation	Connecticut Foundry Co (grey iron)
Russell Mfg Co The	Williamsville Buff Div The Bullard Clark Company	Rocky Hill
Middletown	Burners—Coal and Oil	New Haven
Brake Service Parts	Peabody Engineering Corporation (Combined)	Consolidated Industries Inc
Eis Manufacturing Co	Peabody Engineering Corporation (Combined)	West Cheshire
Middletown	Burners—Gas	Charles Parker Company The (grey iron, brass, bronze, aluminum)
Brass & Bronze	Peabody Engineering Corporation (Blast Furnace)	Meriden
American Brass Co The (sheet, wire, rods, tubes)	Peabody Engineering Corporation (For Gas and Oil)	Eastern Malleable Iron Company The (malleable iron, metal and alloy)
Waterbury	Pratt & Whitney Div Niles-Bement-Pond Co	Naugatuck
Bridgeport Brass Company (sheet, rod, wire and tubing)	Abbott Ball Co The (Burnishing Barrels and Burnishing Media)	Farrel-Birmingham Company Inc (Mechanite, Nodular Iron, Steel)
Bridgeport	Putnam	Ansonia
Bristol Brass Corp The (sheet, wire, rods)	Burners—Gas and Oil	Gillette-Vibber The (grey iron, brass, bronze, aluminum, also Bronze Bushing Stocks)
Bristol	Peabody Engineering Corporation (Combined)	New London
Chase Brass & Copper Co	Burners—Refinery	Plainville Casting Company (gray, alloy and high tensile irons)
Waterbury	Peabody Engineering Corporation (For Gas and Oil)	Plainville
Miller Company The (phosphor bronze and brass in sheets, strips, rods)	Pratt & Whitney Div Niles-Bement-Pond Co	John M Russell Mfg Co Inc (brass, bronze and aluminum)
Meriden	Abbott Ball Co The (Burnishing Barrels and Burnishing Media)	Naugatuck
Plume & Atwood Mfg Co The (sheet, wire, rod)	Putnam	Malleable Iron Fittings Co (malleable iron and steel)
Thomasont	Burners—Gas and Oil	Brattford
Scovill Manufacturing Company Waterbury 91	Peabody Engineering Corporation (Uniform and Fancy Dress)	McLagon Foundry Co (grey iron)
Tinsheet Metals Co The (sheets and rolls)	Pratt & Whitney Div Niles-Bement-Pond Co	New Haven
Waterbury	Peabody Engineering Corporation (For Gas and Oil)	Meyer Iron and Brass Foundry Inc (grey iron)
Western Brass Mills Division of Olin Industries Inc (sheet, strip)	Abbott Ball Co The (Burnishing Barrels and Burnishing Media)	Shelton
New Haven	Putnam	Newton-New Haven Co (zinc and aluminum)
Brass & Bronze Ingots Metal	Peabody Engineering Corporation (For Gas and Oil)	688 Third Ave West Haven
Plume & Atwood Mfg Co The	Pratt & Whitney Div Niles-Bement-Pond Co	Philbrick-Booth & Spencer Inc (grey iron)
Thomasont	Abbott Ball Co The (Burnishing Barrels and Burnishing Media)	Hartford
Whipple and Choate Company The	Putnam	Producto Machine Company The
Bridgeport	Peabody Engineering Corporation (For Gas and Oil)	Scovill Manufacturing Company (Brass & Bronze)
Brass, Bronze, Aluminum Castings	Pratt & Whitney Div Niles-Bement-Pond Co	Waterbury 91
Charles Parker Company The	Peabody Engineering Corporation (For Gas and Oil)	Sessions Foundry Co The (grey iron)
Meriden	Pratt & Whitney Div Niles-Bement-Pond Co	Bristol
Victors Brass Foundry Inc	Peabody Engineering Corporation (For Gas and Oil)	Torrington
Guilford	Pratt & Whitney Div Niles-Bement-Pond Co	Union Mfg Co (grey iron & semi steel)
Brass Goods	Peabody Engineering Corporation (For Gas and Oil)	New Britain
American Associates Mfg Corp	Pratt & Whitney Div Niles-Bement-Pond Co	Waterbury
Deep River	Peabody Engineering Corporation (For Gas and Oil)	Waterbury
American Brass Company The	Pratt & Whitney Div Niles-Bement-Pond Co	Wilcox Crittenden & Co Inc (gray iron and brass)
Waterbury	Pratt & Whitney Div Niles-Bement-Pond Co	Middletown
Plume & Atwood Mfg Co The (to order)	Pratt & Whitney Div Niles-Bement-Pond Co	Castings—Investment
Waterbury	Pratt & Whitney Div Niles-Bement-Pond Co	Groton
Rostand Mfg Co The (Ecclesiastical Brass Wares)	Pratt & Whitney Div Niles-Bement-Pond Co	Castings—Permanent Mould
Milford	Pratt & Whitney Div Niles-Bement-Pond Co	Bridgeport
Scovill Manufacturing Company (to order)	Pratt & Whitney Div Niles-Bement-Pond Co	Turner & Seymour Mfg Co The (zinc and aluminum)
Waterbury 91	Pratt & Whitney Div Niles-Bement-Pond Co	Meriden
Western Brass Mills Division of Olin Industries Inc (to order)	Pratt & Whitney Div Niles-Bement-Pond Co	Charles Parker Company The
New Haven	Pratt & Whitney Div Niles-Bement-Pond Co	Meriden
Cabinets	Cements—Refractory	
Charles Parker Co The (medicine)	Mullite Refractory Co The	Shelton
Meriden		
Cabinet Work		
Hartford Builders Finish Co		
Hartford		
Cable—Asbestos Insulated		
Rockbestos Products Corp		
New Haven		
Cable—BX Armored		
General Electric Company		
Bridgeport		
Cable—Nonmetallic Sheathed		
General Electric Company		
Bridgeport		
Chain		
John M Russell Mfg Co Inc		
Naugatuck		
Turner and Seymour Mfg Co The		
(weldless, sash, jack, safety, furnace, universal, lion and cable)		
Torrington		
Chain—Power Transmission and Conveying		
Whitney Chain Company		
Hartford		
Chain—Welded and Weldless		
Bridgeport Chain & Mfg Co		
Bridgeport		
Chain—Bead		
Auto-Swage Products Inc		
Shelton		
Bead Chain Mfg Co The		
Bridgeport		
Chairs		
The Hitchcock Chair Company		
Riverton (Advt.)		

IT'S MADE IN CONNECTICUT

Chemical Manufacturing

Carwin Company The North Haven
Chemicals
 American Cyanamid Company Waterbury
 Apothecaries Hall Co Waterbury
 Carwin Company The North Haven
 Edan Laboratories South Norwalk
 Macalaster-Bicknell Company New Haven
 MacDermid Incorporated Waterbury
 Naugatuck Chemical Division United States
 Rubber Co Naugatuck
 New England Lime Company Canaan
 Pfizer & Co Inc Chas Groton

Chemicals—Agriculture
 Naugatuck Chemical Division United States
 Rubber Co (insecticides, fungicides, weed killers) Naugatuck

Chemicals—Aromatic
 Naugatuck Chemical Division United States
 Rubber Co Naugatuck

Chemicals—Rubber
 Robert J King Company Inc The Norwalk

Christmas Light Clips
 Foursome Manufacturing Co Bristol

Chromium Plating
 American Associates Mfg Corp Deep River
 Chromium Corp of America Waterbury
 Chromium Process Company The Shelton
 City Plating Works Inc Bridgeport

Chucks
 Cushman Chuck Co The Hartford
 Jacobs Manufacturing Co The West Hartford
 Union Manufacturing Company New Britain

Chucks—Drill
 Jacobs Manufacturing Co The West Hartford

Chucks & Face Plate Jaws
 Union Mfg Co New Britain

Chucks—Power Operated
 Cushman Chuck Co The Hartford
 Union Manufacturing Company New Britain

Clay
 Howard Company (Fire Howard "B" and High Temperature Dry) New Haven

Cleaning Compounds
 Enthone Inc (Industrial) New Haven

Cleansing Compounds
 MacDermid Incorporated Waterbury

Clock Mechanisms
 Lux Clock Mfg Co The Waterbury

Clocks
 E Ingraham Co The Bristol
 Seth Thomas Clocks Thomaston
 United States Time Corporation The Waterbury

Clocks—Alarm
 Lux Clock Mfg Co The Waterbury

Clocks—Automatic Cooking
 Lux Clock Mfg Co The Waterbury

Clutches
 Snow-Nabated Gear Corp The New Haven

Clutch Facings
 Russell Mfg Co The Middletown

Clutch—Friction
 Raybestos Div of Raybestos-Manhattan Inc The (clutch facings—molded, woven, fabric, metallic) Bridgeport

Coils—Electric
 Bittermann Electric Company Canaan

Coils—Pipe or Tube
 National Pipe Bending Co The 160 River St New Haven

Whitlock Manufacturing Co The Hartford

Coin Tokens
 Waterbury Companies Inc Waterbury

Commercial Heat Treating
 A F Holden Company The 52 Richard St West Haven

Commercial Truck Bodies
 Metropolitan Body Company Bridgeport

Comparators
 Pratt & Whitney Div Niles-Bement-Pond Co (Electro-limit and Air-O-Limit) West Hartford

Compressors
 Norwalk Company Inc (high pressure air and gas) South Norwalk

Concrete Products
 Plastcrete Corp Hamden

Cones
 Sonoco Products Co (Climax-Lowell Div) (Paper) Mystic

Consulting Engineers
 Stanley P Rockwell Co Inc The (Consulting) 296 Homestead Ave Hartford

Continuous Mill Gages
 Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Contract Machining
 Malleable Iron Fittings Company Branford

Contract Manufacturers
 American Associates Mfg Corp (metal stampings & assemblies) Deep River

Greiost Mfg Co The (metal parts and assemblies) 503 Blake St New Haven

Merriam Mfg Co (production runs—metal boxes and containers to specifications) Durham

Plume & Atwood Mfg Co The (metal parts & assemblies) Waterbury

Scovill Manufacturing Company (metal parts and assemblies) Waterbury 91

J H Sessions & Son Bristol

Controllers
 Bristol Company The Waterbury Stratford

Manning Maxwell & Moore Inc

Conveyor Systems
 Leeds Electric & Mfg Co The East Haven

Production Equipment Co Meriden

Copper
 American Brass Corp The (sheet, wire, rods, tubes) Waterbury

Bridgeport Brass Company (sheet, rod, wire and tubing) Bridgeport

Bristol Brass Corp The (steel) Bristol

Chase Brass & Copper Co (sheet, rod, wire tube) Waterbury

Thinsheet Metals Co The (sheets and rolls) Waterbury

Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven

Copper Sheets
 American Brass Company The Waterbury

New Haven Copper Co The Seymour

Copper Shingles
 New Haven Copper Co The Seymour

Copper Water Tube
 American Brass Company The Waterbury

Bridgeport Brass Co Bridgeport

Cords—Asbestos
 General Electric Company Bridgeport

Cords—Braided
 General Electric Company Bridgeport

Cords—Heater
 General Electric Company Bridgeport

Cords—Portable
 General Electric Company Bridgeport

Cord Sets
 Seeger-Williams Inc Bridgeport

Cord Sets—Electric
 General Electric Company Bridgeport

Cork Cots
 Sonoco Products Co (Climax-Lowell Div) Mystic

Corrugated Box Manufacturers
 Connecticut Container Corporation New Haven

Corrugated Shipping Cases
 Connecticut Container Corporation New Haven

Connecticut Corrugated Box Div Robert Gair Co Inc Portland

D L & D Container Corp 87 Shelton Ave New Haven

Cosmetic Containers
 Evelet Specialty Co The Waterbury

Plume & Atwood Mfg Co The (metal) Waterbury

Cosmetics
 J B Williams Co The Glastonbury

Northam Warren Corporation Stamford

Cotton and Asbestos Wicking
 Bland Burner Co The Hartford

Cotton Yarn
 Floyd Cranska Co The Moosup

Counting Devices
 Veeder-Root Inc Hartford

Couplings—Self-Sealing
 Sperry Products Inc Danbury

Cranes and Conveyors
 I-B Engineering Sales Co New Haven

Crushers
 Farrel-Birmingham Company Inc (Stone and Ore) Ansonia

Cups—Paper
 American Paper Goods Company The ("Puritan") Kensington

Cushioning for Packaging
 Gilman Brothers Co The Gilman

Cut Stone
 Dextone Co The New Haven

Cutters
 Barnes Tool Company The (pipe cutters, hand) New Haven

Mitrametric Co The (ground pinion) Torrington

O K Tool Co Inc The (inserted tooth milling) 33 Hull St Shelton

Pratt & Whitney Div Niles-Bement-Pond Co (Milling Cutters all types) West Hartford

Decorative Plating and Polishing
 City Plating Works Inc Bridgeport

Delayed Action Mechanism
 M H Rhodes Inc Hartford

R W Cramer Company Inc The Centerbrook

Deminerализаторы
 Crystal Research Laboratories Hartford

Diamonds—Industrial
 Diamond Tool and Die Works Hartford

Dictating Machines
 Dictaphone Corporation Bridgeport

Gray Manufacturing Company The Hartford

Soundscriber Corporation The New Haven

Die Castings
 Newton-New Haven Co Inc New Haven

Die Casting Dies
 ABA Tool & Die Co Manchester

Parker Stamp Works Co The Hartford

Weimann Bros Mfg Co The Derby

Die Castings (Aluminum & Zinc)
 Corbin Cabinet Lock Div American Hardware Corp New Britain

Stewart Die Casting Div Stewart Warner Corp Bridgeport

Die Castings—Zinc
 Charles Parker Company The Meriden

Die-Heads—Self Opening
 Eastren Machine Screw Corp The Truman & Barclay Sts New Haven

Die Polishing Machinery
 Hartford Special Machinery Co The Hartford

Die Sets
 Pratt & Whitney Div Niles-Bement-Pond Co (Precision) West Hartford

Producto Machine Company The Bridgeport

Union Mfg Co (precision, steel and semi-steel) New Britain

Dies
 Hoggson & Pettis Mfg Co The 141 Brewery St New Haven

Mitrametric Co The (ground for gears) Torrington

Parker Stamp Works Inc The (plastics and die castings) Hartford

Pratt & Whitney Div Niles-Bement-Pond Co (Monocone and Ducone Dies) West Hartford

Die Sinkers
 Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Die and Die Sinking
 Consolidated Industries West Cheshire

Dish Drying Machines
 Colt's Manufacturing Company Hartford

Dish Washing Machines
 Colt's Manufacturing Company Hartford

Displays—Metal
 Merriam Mfg Co (Contract Work to Individual Specifications) Durham (Advt.)

IT'S MADE IN CONNECTICUT

Door Closers			Electric Switches			Envelopes—Stock and Special
P & F Corbin ware Corp	Division The American Hard-	New Britain	Arrow-Hart & Hegeman Electric Co	The	Hartford	American Paper Goods Company The
Sargent & Company	Division The	New Haven	General Electric Company		Bridgeport	Kensington
Yale & Towne Mfg Co	The	Stamford				
Dowel Pins			Electric Time Controls			Extractors—Tap
Allen Manufacturing Co	The	Hartford	R W Cramer Company Inc	The	Centerbrook	Walton Company The
Holo-Krome Screw Corp	The	West Hartford				West Hartford
Drafting Accessories			Electric Timers			
Joseph Merritt & Co		Hartford	Sessions Clock Co	The	Forestville	
Drilling Machines			Electric Timing Motors			
Pratt & Whitney Div Niles-Bement-Pond Co	(Deep Hole)	West Hartford	Sessions Clock Co	The (small)	Forestville	
Drilling and Tapping Machinery			Electric Wire			
Hartford Special Machinery Co	The	Hartford	General Electric Company	Bridgeport		
Drop Forgings			Rockbestos Products Corp (asbestos insulated)	New Haven		
Atwater Mfg Co		Plantsville				
Blakeslee Forging Company	The	Plantsville	Electric Wiring Devices			
Bridgeport Hdwe Mfg Corp	The	Bridgeport	Arrow-Hart & Hegeman Electric Co	The	Hartford	
Capewell Mfg Company		Hartford	General Electric Company	Bridgeport		
Consolidated Industries		West Cheshire				
Wilcox Crittenton & Co Inc		Middletown	Electrical Circuit Breakers			
Druggists' Rubber Sundries			Federal Electric Products Co Inc	Hartford		
Seamless Rubber Company	The	New Haven				
Duplicating Machines—Automatic			Electrical Conduit Fittings & Grounding Specialties			
Pratt & Whitney Div Niles-Bement-Pond Co		West Hartford	Gillette-Vibber Company	The	New London	
Elastic Webbing			Electrical Control Apparatus			
Russell Mfg Co	The	Middletown	Federal Electric Products Co Inc	Hartford		
Electric Cables						
Rockbestos Products Corp (asbestos insulated)		New Haven	Electrical Goods		New Haven	
Electric Clocks			A C Gilbert Co			
Sessions Clock Co	The (alarm, kitchen, occasional and office)	Forestville	Electrical Insulation			
			Stevens Paper Mills Inc	The	Windsor	
Electric Commutators & Segments			Electrical Motors			
Cameron Elec Mfg Co	The (rewinding motors)	Ansonia	U S Electrical Motors Inc		Milford	
Electric Cord Springs			Electrical Outlet and Switch Boxes, and Covers			
Bristol Spring Manufacturing Co		Plainville	General Electric Company	Bridgeport		
Electric Cords			Electrical Recorders			
General Electric Company		Bridgeport	Bristol Co		Waterbury	
Rockbestos Products Corp (asbestos insulated)		New Haven	Electrical Relays and Controls			
Electric Eye Control			Allied Control Co		Plantsville	
United Cinephone Corporation		Torrington	Electrical Wiring Systems			
Electric Fixture Wire			Wiremold Co	The	Hartford	
General Electric Company		Bridgeport	Electronics			
Rockbestos Products Corp (asbestos insulated)		New Haven	Gray Manufacturing Company	The	Hartford	
Electric Hand Irons			Ripley Co		Middletown	
Winsted Hardware Mfg Co	(trade mark "Durablebit")	Winsted	Sturrup Larabee & Warmers Inc		Middletown	
Electric Insulation			Electroplating			
Case Brothers Inc		Manchester	American Associates Mfg Corp		Deep River	
Rogers Corporation	The	Manchester	National Sherardizing & Machine Co		Hartford	
Electric Knife Sharpeners			Waterbury Plating Company		Waterbury	
Gorn Electric Company Inc	The	Stamford				
Electric Lighting Fixtures			Electroplating—Equipment & Supplies			
Fan-Craft Mfg Co (residential, church, post lanterns)		Plainville	Enthone Inc		New Haven	
Plume & Atwood Mfg Co	The	Waterbury	Lea Manufacturing Co	The	Waterbury	
Wasley Products Inc		Plainville	MacDermid Incorporated		Waterbury	
Electric Motor Controls			Electroplating Processes & Supplies			
Arrow-Hart & Hegeman Electric Co	The	Hartford	Enthone Inc		New Haven	
Electrical Outlet and Switch Boxes, and Covers			United Chromium Incorporated		Waterbury	
General Electric Company		Bridgeport	Electrotypes			
			Barnum-Hayward Electrotype Co Inc			
Electric Panel Boards			New Haven		New Haven	
Federal Electric Products Co Inc		Hartford	Electrotype Div		Electrographic	
Electric Safety Switches			Conn Metal Finishing Co		New Haven	
Federal Electric Products Co Inc		Hartford	Waterbury Plating Company		Hamden	
Electric Shavers			Enameling		Waterbury	
Schick Incorporated		Stamford	Clairglow Mfg Co		Portland	
Electric Signs			Baer Brothers		Stamford	
United Advertising Corp		New Haven	Enamels			
			End Milling Cutters			
			Pratt & Whitney Div Niles-Bement-Pond Co			
					West Hartford	
			Engines			
			Pratt & Whitney Aircraft Div	United Aircraft Corp (aircraft)	East Hartford	
			Wolverine Motor Works Inc	(diesel stationary marine)	Bridgeport	
			Envelopes			
			Curtis 1000 Inc		Hartford	
			United States Envelope Company		Hartford	
			Hartford Division		Hartford	

IT'S MADE IN CONNECTICUT

Floor & Ceiling Plates	Grinding	Heat Treating Salts and Compounds
Beaton & Cadwell Mfg Co The New Britain	Centerless Grinding Co Inc The (Precision custom grinding; centerless, cylindrical, surfaces, internal and special)	A F Holden Company The 52 Richard Street West Haven
Fluorescent Lighting Equipment	19 Staples St Bridgeport	Mitchell-Bradford Chemical Co Bridgeport
Vanderbilt Manufacturing Co The Willimantic	Farrel-Birmingham Company Inc (Roll and Cylindrical)	
Wiremold Company The Hartford	Hartford Special Machinery Co The (gears, threads, cams and splines)	Ansonia
Food Mixing Machines	Hartford	
Colt's Manufacturing Company Hartford		
Forgings		
Clark Brothers Bolt Co Milldale		
Consolidated Industries Inc West Cheshire		
Heppenstall Co (all kinds and shapes) Bridgeport		
Scovill Manufacturing Company (Non-ferrous) Waterbury 91		
Foundries		
Connecticut Malleable Castings Co (malleable iron castings) New Haven		
Farrel-Birmingham Company Inc (Iron and Steel)		
Charles Parker Company The (iron, brass, bronze, aluminum) Meriden		
Plainville Casting Company (gray, alloy and high tensile irons) Plainville		
Producto Machine Company The Bridgeport		
Sessions Foundry Co The (iron) Bristol		
Stonington Div of Emhart Manufacturing Co Stonington		
Union Mfg Co (gray iron & semi steel) New Britain		
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown		
Foundry Riddles		
John P Smith Co The 423-33 Chapel St New Haven		
Rockwell Inc (brass, galvanized steel) Fairfield		
Fuel Oil Pump and Heater Sets		
Peabody Engineering Corporation Stamford		
Furnaces		
Norwalk Airconditioning Corp The (warm air oil fired) South Norwalk		
Furnace Linings		
Mullite Refractories Co The (refractories, super refractories) Shelton		
Fuses—Plug and Cartridge		
General Electric Company Bridgeport		
Gage Blocks		
Pratt & Whitney Div Niles-Bement-Pond Co (Alloy steel and Carbide, Hoke and USA) West Hartford		
Galvanizing		
Malleable Iron Fittings Co Branford		
Wilcox Crittenden & Co Inc Middletown		
Galvanizing & Electrical Plating		
Gillette-Vibber Co The New London		
Gaskets		
Auburn Manufacturing Company The (from all materials) Middletown		
Raybestos Div of Raybestos-Manhattan Inc The Bridgeport		
Taingris Manufacturing & Supply Co Inc (from all materials) Waterbury		
Gas Range Conversion Burner		
Holyoke Heater Corp of Conn, Inc Hartford		
Gas Scrubbers, Coolers and Absorbers		
Peabody Engineering Corporation Stamford		
Gauges		
Bristol Co The (pressure and vacuum—recording automatic control) Waterbury		
Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) Bridgeport		
Manning Maxwell & Moore Inc Stratford		
Pratt & Whitney Div Niles-Bement-Pond Co (Precision Measurement, all types) West Hartford		
Gears		
Mitrametric Co The (blanked fine pitch) Torrington		
Gears and Gear Cutting		
Farrel-Birmingham Company Inc Ansonia		
Hartford Special Machinery Co The Hartford		
Glass Blowing		
Macalaster Bicknell Company New Haven		
Glass Cutters		
Fletcher-Terry Co The Forestville		
Glass Making Machinery		
Hartford-Empire Company Div of Emhart Manufacturing Co Hartford		
Golf Equipment		
Horton Mfg Co The (clubs, shafts, balls, bags) Bristol		
Greeting Cards		
A D Steinbach & Sons Inc New Haven		
Heat Treating		
A F Holden Co The 52 Richard St West Haven		
Bennett Metal Treating Co The 1945 New Britain Ave Elmwood		
New Britain-Gridley Machine Division The New Britain Machine Co New Britain		
Stanley P Rockwell Co Inc The 296 Homestead Ave Hartford		
Heat-Treating Equipment		
Bauer & Company Hartford		
A F Holden Company The 52 Richard Street West Haven (Main Plant)		
Autoyre Company The Oakfield		
Rockwell Inc (Baskets, Muffles, etc.) Fairfield		
Stanley P Rockwell Co Inc The (commercial) 296 Homestead Ave Hartford		
Wallace Barnes Co The Div Associated Spring Corp Bristol		
Heating Apparatus		
Miller Company The (domestic oil burners and heating devices) Meriden		
Heating and Cooling Coils		
G & O Manufacturing Co New Haven		
Heavy Chemicals		
Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil) Naugatuck		
Hex-Socket Screws		
Bristol Company The Waterbury		
Holo-Krome Screw Corp The West Hartford		
Highway Guard Rail Hardware		
Malleable Iron Fittings Co Branford		
Hinges		
Homer D Bronson Company Beacon Falls		
Hobs and Hobbing		
ABA Tool & Die Co Manchester		
Pratt & Whitney Div Niles-Bement-Pond Co (Die and Thread Milling) West Hartford		
Hoists		
J-B Engineering Sales Co New Haven		
Hoists and Trolleys		
Union Mfg Company New Britain		
Home Laundry Equipment		
General Electric Company Bridgeport		
Hose—Flexible Metallic		
American Brass Co American Metal Hose Branch Waterbury		
Hose Supporter Trimmings		
Hawie Mfg Co The (So-Lo Grip Tabs) Bridgeport		
Hospital Signal Systems		
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden		
Hydraulic Brake Fluids		
Eis Manufacturing Co Middletown		
Hydraulic Controls		
Sperry Products Inc Danbury		
Inductors		
C G S Laboratories Inc Stamford		
Industrial Finishes		
Atlas Powder Co Zapon Div Stamford		
Chemical Coatings Corporation Rocky Hill		
United Chromium Incorporated Waterbury		
Industrial and Masking Tapes		
Seamless Rubber Company The New Haven		
Industrial Tools—Powder Actuated		
Remington Arms Company Inc Bridgeport		
Infrared Equipment		
Leeds Electric and Mfg Co The Hartford		
Insecticides		
American Cyanamid Company Waterbury		
Darworth Incorporated ("Coracide" DDT Dispenser) Simsbury		
Insecticide Bomb		
Bridgeport Brass Company (Aer-a-sol) Bridgeport		
Insulated Wire & Cable		
General Electric Company Bridgeport		
Kerite Company The Seymour		
Insulated Wire & Cable Machinery		
Davis Electric Company Wallingford		
Instruments		
Bristol Company The Waterbury		
J-B-T Instruments Inc (Electrical and Temperature) New Haven		
Manning Maxwell & Moore Inc Stratford		
Pratt & Whitney Div Niles-Bement-Pond Co (Precision Measuring) West Hartford		
Insulation		
Gilman Brothers Co The Gilman (Advt.)		

IT'S MADE IN CONNECTICUT

Inter-Communications Equipment	Leather Dog Furnishings	Machinery
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden	Andrew B Hendry Co The New Haven The Smith-Worthington Saddlery Co Hartford	Fenn Manufacturing Company The (special) Hartford
Interval Timers	Leather Goods Trimmings	Globe Tapping Machine Company (dial type drilling and tapping) Bridgeport
Lux Clock Manufacturing Company Waterbury Rhodes Inc M II	G E Prentice Mfg Co The Kensington	Halliden Machine Company The (mill) Thomaston
Ironing Machines—Electric	Leather, Mechanical	Torrington Manufacturing Co The (mill) Torrington
General Electric Company Bridgeport	Auburn Manufacturing Company The (packings, cubs, washers, etc) Middletown	Machinery—Bolt and Nut
Jacquard	Lehman Brothers Inc (designers, engravers, lithographers) New Haven	Waterbury Farrel Foundry & Machine Co The Waterbury
Case Brothers Inc Manchester	Letterheads	Machinery—Cold Heading
Japanning	United Manufacturing Co New Haven	Waterbury Farrel Foundry & Machine Co The Waterbury
J H Sessions & Son Bristol	Lighting Accessories—Fluorescent	Machinery Dealers & Rebuilders
Jig Borer	General Electric Company Bridgeport	Botwinik Brothers New Haven
Moore Special Tool Co (Moore) Bridgeport Pratt & Whitney Div Niles-Bement-Pond Co West Hartford	Lighting Equipment	J L Lucas and Son Fairfield
Jig Grinder	Miller Co The (Miller, Duplexalite, Ivanhoe) Meriden	State Machinery Co Inc New Haven
Moore Special Tool Co (Moore) Bridgeport	Lime	Machinery—Extruding
Jointing	New England Lime Company Canaan	Standard Machinery Co The Mystic
Raybestos Div of Raybestos Manhattan Inc The (compressed sheets) Bridgeport	Lipstick Containers	Machinery—Metal-Working
Keller Machines	Bridgeport Metal Goods Mfg Co Bridgeport	Waterbury Farrel Foundry & Machine Co The Waterbury
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford	Lithographers	Pratt & Whitney Div Niles-Bement-Pond Co West Hartford
Key Blanks	O'Toole & Sons Inc T Stamford	Machinery—Nut
Corbin Cabinet Lock Div American Hardware Corp New Britain	Lithographing	Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury
Sargent & Company New Haven	Kellogg & Bulkeley A Division of Connecticut Printers Inc Hartford	Machinery—Screw and Rivet
Yale & Towne Mfg Co The Stamford	Lehman Brothers Inc New Haven	Waterbury Farrel Foundry & Machine Co The Waterbury
Labels	A D Steinbach & Sons New Haven	Machinery—Wire Drawing
J & J Cash Inc (Woven) South Norwalk	Locks—Banks	Waterbury Farrel Foundry & Machine Co The Waterbury
Naugatuck Chemical Division United States Rubber Co (for rubber articles) Naugatuck	Yale & Towne Mfg Co The Stamford	Machinery—Wire Straightening
Label Moisteners	Locks—Builders	Mettler Machine Tool Inc New Haven
Better Packages Inc Shelton	Eagle Lock Co The Terryville	Machines
Laboratory Equipment	P & F Corbin Division The American Hardware Corp New Britain	Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport
Eastern Industries Inc New Haven	Sargent & Company New Haven	Coulter & McKenzie Machine Co The (special, new development engineering design and construction) Bridgeport
Laboratory Supplies	Yale & Towne Mfg Co The Stamford	Patent Button Company The Waterbury
Macalaster Bicknell Company New Haven	Locks—Cabinet	Machines—Automatic
Laces	Eagle Lock Co The Terryville	A H Nilson Mach Co The (Special) Bridgeport
Wilcox Lace Corporation The Middletown	Corbin Cabinet Lock Div American Hardware Corp New Britain	Machines—Automatic Chucking
Laces and Nettings	Excelsior Hardware Co The Stamford	Bullard Company The Bridgeport
Wilcox Lace Corporation The Middletown	Yale & Towne Mfg Co The Stamford	New Britain-Gridley Machine Division
Lacquers & Synthetic Enamels	Locks—Special Purpose	The New Britain Machine Co (multiple spindle and double end) New Britain
Atlas Powder Co Zapon Div Stamford	Eagle Lock Co The Terryville	Pratt & Whitney Div Niles-Bement-Pond Co (Potter & Johnson) West Hartford
Baer Brothers Stamford	Yale & Towne Mfg Co The Stamford	Machines—Automatic Screw
Chemical Coatings Corporation Rocky Hill	Locks—Suitcase	New Britain-Gridley Machine Division
United Chromium Incorporated Waterbury	Eagle Lock Co The Terryville	The New Britain Machine Co (single and multiple spindle) New Britain
Ladders	Locks—Suit-Case and Trimmings	Machines—Automatic Shaft Turning
A W Flint Co 196 Chapel St New Haven	Corbin Cabinet Lock Div American Hardware Corp New Britain Stamford	Bullard Company The (30H lathe—horizontal 3 spindle) Bridgeport
Lamps	Excelsior Hardware Co The Stamford	Machines—Brushing
Plume & Atwood Mfg Co The (metal oil) Waterbury	Locks—Trunk	Fuller Brush Co The Hartford
Lampholders—Incandescent and Fluorescent	Eagle Lock Co The Terryville	Machines—Conveyor
General Electric Company Bridgeport	Excelsior Hardware Co The Stamford	Bullard Company The (Bullard-Dunn rotary conveyor indexing type) Bridgeport
Lamp Shades	Loom—Non-Metallic	Machines—Contin-U-Matic
Verplex Company The Essex	Wiremold Company The Hartford	Bullard Company The (vertical multi-spindle—continuous turning) Bridgeport
Lathes—Contin-U-Matic	Luggage Fabric	Machines—Draw Benches
Bullard Company The (vertical multi-spindle continuous turning type) Bridgeport	Falls Company The Norwich	Fenn Manufacturing Company The Hartford
Lathes—30H Man-Au-Trol	Lumber & Millwork Products	Machines—Drill Spacing
Bullard Company The (horizontal 3 spindle) Bridgeport	City Lumber Co of Bridgeport Inc Bridgeport	Bullard Company The (Man-Au-Trol spacer—used in conjunction with radical drills) Bridgeport
Lathes—Multi-Au-Matic	Machetes	Machines—Drop Hammers
Bullard Company The (vertical multi-spindle indexing type) Bridgeport	Collins Company The Collinsville	Fenn Manufacturing Company The Hartford
Lathes—Toolroom and Automatic	Machine Tools	Machines—Forming
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford	Bullard Company The Bridgeport	A H Nilson Mach Co The (four-slide wire and ribbon stock) Bridgeport
Lathes—Vertical Turret	Pratt & Whitney Div Niles-Bement-Pond Co West Hartford	Machines—Multi-Au-Matic
Bullard Company The (single spindle) Bridgeport	Product Machine Company The Bridgeport	Bullard Company The Bridgeport
Laundry Roll Covers	Machine Work	Machines—Paper Ruling
Atlas Powder Co Zapon Div Stamford	Farrel-Birmingham Company Inc Ansonia	John McAdams & Sons Inc Norwalk
Lead Plating	Fenn Manufacturing Company The (precision parts) Hartford	Machines—Pipe & Bolt Threading
Christie Plating Co The Groton	Hartford Special Machinery Co The (contract work only) Hartford	Capewell Mfg Co The Hartford (Advt.)
Leather	National Sherardizing & Machine Co (job) Hartford	
Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury	Parker Stamp Works Inc The (Special) Hartford	
	Swan Tool & Machine Co The Hartford	
	Torrington Manufacturing Co The (special rolling mill machinery) Torrington	

IT'S MADE IN CONNECTICUT

Machines—Precision Boring	Metal Specialties	Night Latches
New Britain-Gridley Machine Division The New Britain Machine Co New Britain	Excelsior Hardware Co The Stamford	P & F Corbin Division The American Hard-ware Corp New Britain
Machines—Rolling	Metal Stamping	Sargent & Company New Haven
Fenn Manufacturing Company The Hartford	American Associates Mfg Corp Deep River	Yale & Towne Mfg Co Inc Stamford
Machines—Slotting	American Brass Company The Waterbury	
Globe Tapping Machine Company The (High Production Screw Head Slotting) Bridgeport	Autoyre Co The (Small) Oakville	
Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury	Bridgeport Chain & Mfg Co Bridgeport	
	Dooval Tool & Mfg Inc Naugatuck	
	Excelsior Hardware Co The Stamford	
	Great Mfg Co The 503 Blake St New Haven	
	H C Cook Co The 32 Beaver St Ansonia	
	Master Engineering Company West Cheshire	
	J A Oitterlein Company The (metal fabrications) Middletown	
Machines—Special		Bristol
Fuller Brush Co The Hartford	I H Sessions & Son Waterbury	
Machines—Swaging	Patent Button Co The Kensington	
Fenn Manufacturing Company The Hartford	G E Prentice Mfg Co The Waterbury	
Machines—Thread Rolling	Plume & Atwood Mfg Co The Unionville	
Hartford Special Machinery Co The Hartford	Saling Manufacturing Company New Britain	
Waterbury Farrel Foundry & Machine Co The Waterbury	Stanley Works The Hartfield	
	Swan Tool & Machine Co The Shoe Hard-waterbury	
	United States Rubber Company Essex	
	Verplex Company The (Contract) Milford	
	Waterbury Lock & Specialty Co The	
Machines—Turks Head	Meters—Gas	
Fenn Manufacturing Company The Hartford	Sprague Meter Company Bridgeport	
Machines—Well Drilling	Meters—Parking	
Consolidated Industries West Cheshire	Rhodes Inc M H Hartford	
Machines—Wire Drawing	Microscope—Measuring	
Fenn Manufacturing Company The Hartford	Lundeberg Engineering Company Hartford	
Mail Boxes, Apartment & Residential	Milk Bottle Carriers	
Corbin Cabinet Lock Div American Hardware Corp	John P Smith Co The 423-33 Chapel St New Haven	
Mailing Machines	Millboard	
Pitney-Bowes Inc Stamford	Raybestos Div of Raybestos-Manhattan Inc The (asbestos) Bridgeport	
Manicure Instruments	Millwork	
W E Bassett Company The Derby	Hartford Builders Finish Co Hartford	
Manganese Bronze Ingot	Milling Machines	
Whipple and Choate Company Bridgeport	Pratt & Whitney Div Niles-Bement-Pond Co (Keller Tracer—Controlled Milling Machines) West Hartford	
Marine Engines	Rowbottom Machine Company Inc (cam) Waterbury	
Kilborn-Sauer Company (running lights and searchlights) Fairfield		
Lathrop Engine Co The Mystic		
Marine Equipment	Mill Supplies	
Wilcox Crittenden & Co Inc Middletown	Wilcox Crittenden & Co Inc Middletown	
Marine Reserve Gears	Minute Minders	
Snow-Nabstedt Gear Corp The New Haven	Lux Clock Mfg Co The Waterbury	
Marking Devices	Mirror Rosettes and Hangers	
Hoggson & Pettis Mfg Co The New Haven	Waterbury Companies Inc Waterbury	
Parker Stamp Works Inc The (steel) Hartford	Mixing Equipment	
	Eastern Industries Inc New Haven	
Mattresses	Mops	
Waterbury Mattress Co Waterbury	Fuller Brush Co The Hartford	
Mechanics Hand Tool	Moulded Plastic Products	
Bridgeport Hdwe Mfg Corp The (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools) Bridgeport	Colt's Manufacturing Company Hartford	
Metal Boxes and Displays	Patent Button Co The Waterbury	
Durham Manufacturing Company The Durham	Waterbury Companies Inc Waterbury	
Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombuilt containers and displays) Durham	Watertown Mfg Co The 117 Echo Lake Road Watertown	
Metal Cleaners	Mouldings	
Apothecaries Hall Co Waterbury	Himmel Brothers Co The (architectural, metal and store front) Hamden	
Enthon Inc New Haven		
MacDermid Incorporated Waterbury	Moulds	
	ABA Tool & Die Co Manchester	
Metal Cleaning Machines	Hoggson & Pettis Mfg Co The (steel) New Haven	
Colt's Manufacturing Company Hartford	114 Brewery St Hartford	
Metal Finishes	Lundeberg Engineering Company (plastics) Hartford	
Enthon Inc New Haven	Parker Stamp Works Inc The (compression injection & transfer for plastics) Hartford	
Mitchell-Bradford Chemical Co Bridgeport	Sessions Foundry Co The (heat resisting for non-ferrous metals) Bristol	
United Chromium Incorporated Waterbury		
Metal Finishing	Napper Clothing	
American Associates Mfg Corp Deep River	Standard Card Clothing Co The (for textile mills) Stafford Springs	
National Sherardizing & Machine Co Hartford		
Waterbury Plating Company Waterbury	Nettings	
	Wilcox Lace Corp The Middletown	
Metal Formings	Nickel Anodes	
Master Engineering Company West Cheshire	Apothecaries Hall Co Waterbury	
	Seymour Mfg Co The Seymour	
Metalizing	Nickel Silver	
Conn Metal Finishing Co Hamden	American Brass Company The Waterbury	
	Plume & Atwood Mfg Co The Thomaston	
Metal Novelties	Seymour Mfg Co The Seymour	
H C Cook Co The 32 Beaver St Ansonia	Waterbury Rolling Mills Inc (sheets, strips, rolls)	
	Western Brass Mills Division of Olin Industries Inc (sheet, strip) New Haven	
Metal Products—Stampings	Nickel Silver Ingot	
American Brass Company The Waterbury	Whipple and Choate Company The Bridgeport	
J H Sessions & Son Bristol		
Scovill Manufacturing Company (Made-to-Order) Waterbury 91		

I T ' S M A D E I N C O N N E C T I C U T

IT'S MADE IN CONNECTICUT

Rivets	Saws, Band, Metal Cutting	Sheet Metal Products
Blake & Johnson Co The (brass, copper and non-ferrous) Waterville	Atlantic Saw Mfg Co New Haven	American Associates Mfg Corp Deep River
Clark Brothers Bolt Co Milldale	Kron Company The Bridgeport	American Brass Co The (brass and copper) Waterbury
Connecticut Manufacturing Company The Waterbury	Acme Shear Company The Bridgeport	Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Duranm
Plume & Atwood Mfg Co The Waterbury	Hartford Wire Works Co The (Windows, Doors and Porches) Hartford	Plume & Atwood Mfg Co The Waterbury
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper) Bridgeport	Screws	United Advertising Corp Manufacturing Division (Job and Production Runs) New Haven
Raybestos Div of Raybestos-Manhattan Inc The (iron) Bridgeport	Scissors	
Rods	Screens	
American Brass Company The (copper, brass, bronze) Waterbury	Hartford	
Bristol Brass Corp The (brass and bronze) Bristol	Screw Caps	
Scovill Manufacturing Company (brass and bronze) Waterbury 91	Weimann Bros Mfg Co The (small for bottles) Derby	American Brass Company The Waterbury
Roller Skates	Screw Machine Accessories	American Buckle Co The West Haven
Winchester Repeating Arms Company Division Olin Industries Inc New Haven	Barnaby Manufacturing and Tool Co Bridgeport	DooVal Tool & Mfg Inc The Naugatuck
Rolling Mills and Equipment	Screw Machines	J H Sessions & Son Bristol
Farrel-Birmingham Company Inc Ansonia	H P Townsend Mfg Company The Elmwood	Patent Button Co The Waterbury
Waterbury Farrel Foundry & Machine Co The Waterbury	Screw Machine Products	Plume & Atwood Mfg Co The Waterbury
Rolls	Apex Tool Co Inc The Bridgeport	
Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel) Ansonia	Blake & Johnson Co The Waterville	
Rope Wire	Centerless Grinding Co Inc The (Heat treated and ground type only)	
American Steel & Wire Div of U S Steel New Haven	19 Staples Street Bridgeport	
Rubber Chemicals	Connecticut Manufacturing Company The Waterbury	
Naugatuck Chemical Division United States Rubber Co Naugatuck	Consolidated Industries West Cheshire	
Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils) Stamford	Eastern Machine Screw Corp The New Haven	
Rubber-Cellular	Truman & Barclay Sts New Haven	
Sponge Rubber Products Co Inc Shelton	Fairchild Screw Products Inc Winsted	
Rubberized Fabrics	Franklin Screw Machine Co The (up to 1½" capacity)	
Duro-Gloss Rubber Co The New Haven	Greist Mfg Co The (Up to 1½" capacity)	
Rubber Footwear	Humason Mfg Co The Forestville	
Goodyear Rubber Co The Middletown	Lowe Mfg Co The Weathersfield	
Rubber Gloves	National Automatic Products Company The Berlin	
Seamless Rubber Company The New Haven	Nelson's Screw Machine Products Plantville	
Rubber-Handmade Specialties	New Britain Machine Company The New Britain	
Seamless Rubber Company The New Haven	Olson Brothers Company (up to ¾" capacity) Plainville	
Rubber Latex Compounds and Dispersions	Olson & Sons R P Southington	
Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds) Naugatuck	Peck Spring Co The Plainville	
Rubber Mill Machinery	Plume & Atwood Mfg Co The Waterbury	
Farrel-Birmingham Company Inc Ansonia	Scovill Manufacturing Company Waterbury 91	
Rubber-Molded Specialties	Wallace Metal Products Co Inc New Haven	
Seamless Rubber Company The New Haven	Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport) Waterbury	
Rubber Products—Mechanical	Screw Machine Tools	
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown	American Cam Company Inc (Circular Form Tools) Hartford	
Canfield Co The H O Bridgeport	Pratt & Whitney Div Niles-Bement-Pond Co (Reamers, Taps, Dies, Blades and Knurl) West Hartford	
Seamless Rubber Company The New Haven	Somma Tool Co (precision circular form tools) Waterbury	
Rubber—Reclaimed	Screws	
Naugatuck Chemical Division United States Rubber Co Naugatuck	American Screw Company Willimantic	
Rubber Vibration Pads	Atlantic Screw Works (wood) Hartford	
MB Manufacturing Company Inc The (and shock absorbing—Isomode) New Haven	Blake & Johnson Co The (machine and wood) Waterville	
Rubbish Burners	Bristol Company The (socket set and socket cap screws) Waterbury	
John P Smith Co The 423-33 Chapel St New Haven	Clark Brothers Bolt Co Milldale	
Saddlery	Connecticut Mfg Co The (machine) Waterbury	
The Smith-Worthington Saddlery Co Hartford	Eagle Lock Co The Terryville	
Safety Clothing	Holo-Krome Screw Corporation The (socket set and socket cap) West Hartford	
American Optical Company Safety Division Putnam	Scovill Manufacturing Company Waterbury 91	
Safety Fuses	Superior Manufacturing Co The Winsted	
Ensign-Bickford Co The (mining & detonating) Simsbury	Screws—Sockets	
Safety Gloves and Mittens	Allen Manufacturing Company The Hartford	
American Optical Company Safety Division Putnam	Bristol Co The Waterbury	
Safety Goggles	Holo-Krome Screw Corp The West Hartford	
American Optical Company Safety Division Putnam	Sealing Tape Machines	
Saw Blades—Hack	Better Packages Inc Shelton	
Capewell Mfg Co The Hartford	Sewing Machines	
Saws—Metal & Wood Cutting Band	Greist Mfg Co The (Sewing Machine attachments) 503 Blake St New Haven	
Capewell Mfg Co The Hartford	Merrow Machine Co The (Industrial) Hartford	
	Singer Manufacturing Company The (industrial) Bridgeport	
	Shaving Soaps	
	J B Williams Co The Glastonbury	
	Shears	
	Acme Shear Co The (household) Bridgeport	
	Shells	
	Wolcott Tool and Manufacturing Company Inc Waterbury	

IT'S MADE IN CONNECTICUT

Springs—Coil & Flat	Steel Strapping	Thread
Bristol Spring Manufacturing Co Foursome Manufacturing Co Humason Mfg Co The Newcomb Spring Corp The Bridgeport Division New England Spring Manufacturing Company	Plainville Bristol Forestville Bridgeport Unionville	American Thread Co The Belding Heminway Corticelli Gardner Hall Jr Co The (cotton sewing)
Peck Spring Co The Wallace Barnes Co The Div Associated Spring Corp	Plainville Bristol	South Willington Max Pollack & Co Inc Groton and Willimantic Wm Johl Manufacturing Co
Springs—Flat	Stereotypes	Willimantic Putnam
Bristol Spring Manufacturing Co Foursome Manufacturing Co Wallace Barnes Co The Div Associated Spring Corp	Plainville Bristol	Gardner Hall Jr Co The (cotton sewing)
New England Spring Manufacturing Company	Unionville	South Willington
Springs—Furniture	Stop Clocks, Electric	Max Pollack & Co Inc Groton and Willimantic Wm Johl Manufacturing Co
Owen Silent Spring Division American Chain & Cable Company Inc	Plainville Bridgeport	Mystic
Springs—Wire	Straps, Leather	
Bristol Spring Manufacturing Co Colonial Spring Corporation The Connecticut Spring Corporation The (compression, extension, torsion) Foursome Manufacturing Co D R Templeman Co (coil and torsion) J W Bernston Company (coil and torsion)	Plainville Hartford Hartford Bristol	H C Thompson Clock Co The Auburn Manufacturing Company
Newcomb Spring Corp The Bridgeport Division New England Spring Mfg Co Wallace Barnes Co The Div Associated Spring Corp	Plainville Bristol	The (textile, industrial, skate, carriage)
Springs, Wire & Flat	Studio Couches	Thread Gages
Autoyre Company The	Oakville	Pratt & Whitney Div Niles-Bement-Pond Co
Stamped Metal Products	Super Refractories	West Hartford
American Brass Company The Waterbury Companies Inc	Waterbury Waterbury	Pratt & Whitney Div Niles-Bement-Pond Co
Stamps	Surface Metal Raceways & Fittings	West Hartford
Hoggson & Pettis Mfg Co The (steel) 141 Brewery St	New Haven	Grant Mfg & Machine Co The (double and automatic)
Parker Stamp Works Inc The (steel)	Hartford	
Stampings	Surgical Dressings	Thread Milling Machines
American Associates Mfg Corp American Metal Products Company	Deep River Inc	Hartford Special Machinery Co The
Donahue Mfg Co Inc DooVal Tool & Mfg Inc The Foursome Manufacturing Co	Bridgeport Watertown Naugatuck	(Hartford)
Plume & Atwood Mfg Co The (small),	Bristol	General Electric Company
Stampings—Small	Surgical Rubber Goods	Thread Rolling Machinery
Acme Shear Co The American Metal Products Company	Bridgeport Inc	Hartford Special Machinery Co The
Bristol Spring Manufacturing Co Greist Manufacturing Co The Master Engineering Company Rogers Corporation (Fibre Cellulose Paper)	Plainville New Haven West Cheshire	(Hartford)
Wallace Barnes Co The Div Associated Spring Corp	Manchester	General Electric Company
Stationery Specialties	Switches—Electric	Threading Machines
American Brass Company The	Waterbury	Hartford Special Machinery Co The
Steel	Swaging Machinery	Hartford
Stanley Works The (hot and cold rolled strip)	New Britain	Hartford Special Machinery Co The
Steel Castings	Tape	Time Recorders
Farrel-Birmingham Company Inc Hartford Electric Steel Co The (carbon and alloy steel)	Ansonia 540 Flatbush Ave	A W Haydon Co The
Malleable Iron Fittings Co Nutmeg Crucible Steel Co	Hartford Branford	R W Cramer Company Inc The
Steel—Cold Rolled Spring	Tape Recorders	R H Cramer Company Inc The
Wallace Barnes Co The Div Associated Spring Corp	Bristol	R W Cramer Company Inc The
Steel—Cold Rolled Stainless	Tape Recorder Magazines	R H Cramer Company Inc The
Wallingford Steel Company	Wallingford	R H Cramer Company Inc The
Steel—Cold Rolled Strip and Sheets	Tarred Lines	R H Cramer Company Inc The
American Steel & Wire Div of U S Steel	New Haven	R H Cramer Company Inc The
Detroit Steel Corporation	New Haven	R H Cramer Company Inc The
Wallingford Steel Company	Wallingford	R H Cramer Company Inc The
Steel Goods	Telemetering Instruments	R H Cramer Company Inc The
Merriam Mfg Co (sheets products to order)	Durham	R H Cramer Company Inc The
Steel Rolling Rules	Telephone Answering & Recording Machines	R H Cramer Company Inc The
Waterbury Lock & Specialty Co The	Milford	R H Cramer Company Inc The
Steel Strapping	Testers—Insulation Wire & Cable	R H Cramer Company Inc The
Stanley Works The	New Britain	R H Cramer Company Inc The
Steel Castings	Testers—Non-Destructive	R H Cramer Company Inc The
Farrel-Birmingham Company Inc	Ansonia	R H Cramer Company Inc The
Hartford Electric Steel Co The (carbon and alloy steel)	540 Flatbush Ave	R H Cramer Company Inc The
Malleable Iron Fittings Co	Hartford	R H Cramer Company Inc The
Nutmeg Crucible Steel Co	Branford	R H Cramer Company Inc The
Steel—Cold Rolled Spring	Textile Machinery	R H Cramer Company Inc The
Wallace Barnes Co The Div Associated Spring Corp	Bristol	R H Cramer Company Inc The
Steel—Cold Rolled Stainless	Textile Mill Supplies	R H Cramer Company Inc The
Wallingford Steel Company	Wallingford	R H Cramer Company Inc The
Steel—Cold Rolled Strip and Sheets	Textile Processors	R H Cramer Company Inc The
American Steel & Wire Div of U S Steel	New Haven	R H Cramer Company Inc The
Detroit Steel Corporation	New Haven	R H Cramer Company Inc The
Wallingford Steel Company	Wallingford	R H Cramer Company Inc The
Steel Goods	Thermometers	R H Cramer Company Inc The
Merriam Mfg Co (sheets products to order)	Durham	R H Cramer Company Inc The
Steel Rolling Rules	Thermostats	R H Cramer Company Inc The
Waterbury Lock & Specialty Co The	Milford	R H Cramer Company Inc The
Steel Strapping	Thin Gauge Metals	R H Cramer Company Inc The
Stanley Works The	New Britain	R H Cramer Company Inc The
Stereotypes	Thermometers	R H Cramer Company Inc The
New Haven Electrotype Div Corp	New Haven	R H Cramer Company Inc The
Stop Clocks, Electric	Thermometers	R H Cramer Company Inc The
H C Thompson Clock Co The	Bristol	R H Cramer Company Inc The
Straps, Leather	Thermostats	R H Cramer Company Inc The
Auburn Manufacturing Company	The (textile, Middletown	R H Cramer Company Inc The
Studio Couches	Thin Gauge Metals	R H Cramer Company Inc The
Waterbury Mattress Co	Waterbury	R H Cramer Company Inc The
Super Refractories	Thermometers	R H Cramer Company Inc The
Mullite Refractories Company The	Shelton	R H Cramer Company Inc The
Surface Metal Raceways & Fittings	Thermometers	R H Cramer Company Inc The
Wiremold Company The	Hartford	R H Cramer Company Inc The
Surgical Dressings	Thermometers	R H Cramer Company Inc The
Acme Cotton Products Co Inc	East Killingly	R H Cramer Company Inc The
Seamless Rubber Company The	New Haven	R H Cramer Company Inc The
Surgical Rubber Goods	Thermometers	R H Cramer Company Inc The
Seamless Rubber Company The	New Haven	R H Cramer Company Inc The
Switches—Electric	Thermometers	R H Cramer Company Inc The
General Electric Company	Bridgeport	R H Cramer Company Inc The
Swaging Machinery	Thermometers	R H Cramer Company Inc The
Hartford Special Machinery Co The	Hartford	R H Cramer Company Inc The
Switchboards	Thermometers	R H Cramer Company Inc The
Plainville Electrical Products Company	Plainville	R H Cramer Company Inc The
Switchboards Wire and Cables	Thermometers	R H Cramer Company Inc The
Rockbestos Products Corp (asbestos insulated)	New Haven	R H Cramer Company Inc The
Synchronous Motors	Thermometers	R H Cramer Company Inc The
R W Cramer Company Inc The	Centerbrook	R H Cramer Company Inc The
Synthetic Resins	Thermometers	R H Cramer Company Inc The
American Cyanamid Co (Textile Resins, Paper Resins)	Waterbury	R H Cramer Company Inc The
Tanks	Thermometers	R H Cramer Company Inc The
Bigelow Company The (steel)	New Haven	R H Cramer Company Inc The
Norwalk Tank Co The (steel)	South Norwalk	R H Cramer Company Inc The
Storts Welding Company (steel and alloy)	Meriden	R H Cramer Company Inc The
Tape	Thermometers	R H Cramer Company Inc The
Russell Mfg Co The	Middletown	R H Cramer Company Inc The
Tape Recorders	Thermometers	R H Cramer Company Inc The
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden	R H Cramer Company Inc The
Tape Recorder Magazines	Thermometers	R H Cramer Company Inc The
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden	R H Cramer Company Inc The
Taps	Thermometers	R H Cramer Company Inc The
Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	R H Cramer Company Inc The
Tarred Lines	Thermometers	R H Cramer Company Inc The
Brownell & Co Inc	Moodus	R H Cramer Company Inc The
Telemetering Instruments	Thermometers	R H Cramer Company Inc The
Bristol Co The	Waterbury	R H Cramer Company Inc The
Telephone Answering & Recording Machines	Thermometers	R H Cramer Company Inc The
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden	R H Cramer Company Inc The
Testers—Insulation Wire & Cable	Thermometers	R H Cramer Company Inc The
Davis Electric Company	Wallingford	R H Cramer Company Inc The
Testers—Non-Destructive	Thermometers	R H Cramer Company Inc The
Sperry Products Inc	Danbury	R H Cramer Company Inc The
Textile Machinery	Thermometers	R H Cramer Company Inc The
Merrow Machine Co The	Hartford	R H Cramer Company Inc The
2814 Laurel St		R H Cramer Company Inc The
Textile Mill Supplies	Thermometers	R H Cramer Company Inc The
Ernst Bischoff Company Inc	Ivoryton	R H Cramer Company Inc The
Textile Processors	Thermometers	R H Cramer Company Inc The
American Dyeing Corporation (rayon, acetate)	Rockville	R H Cramer Company Inc The
Aspinook Corp The (cotton)	Jewett City	R H Cramer Company Inc The
Thermometers	Thermometers	R H Cramer Company Inc The
Bristol Co The (recording and automatic control)	Waterbury	R H Cramer Company Inc The
Manning Maxwell & Moore Inc	Stratford	R H Cramer Company Inc The
Thermometers	Thermometers	R H Cramer Company Inc The
Bridgeport Thermostat Company Inc (automatic)	Bridgeport	R H Cramer Company Inc The
Thin Gauge Metals	Thermometers	R H Cramer Company Inc The
Plume & Atwood Mfg Co The	Thomaston	R H Cramer Company Inc The
Thinsheet Metals Co The (plain or tinned in rolls)	Wallingford	R H Cramer Company Inc The
Threads	Thermometers	R H Cramer Company Inc The
American Thread Co The	Wallingford	R H Cramer Company Inc The
Belding Heminway Corticelli	East Hampton	R H Cramer Company Inc The
Gardner Hall Jr Co The (cotton sewing)	Waterbury	R H Cramer Company Inc The
Thread Gages	Thermometers	R H Cramer Company Inc The
Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	R H Cramer Company Inc The
Thread Milling Machines	Thermometers	R H Cramer Company Inc The
Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	R H Cramer Company Inc The
Thread Rolling Machinery	Thermometers	R H Cramer Company Inc The
Hartford Special Machinery Co The	Hartford	R H Cramer Company Inc The
Threading Machines	Thermometers	R H Cramer Company Inc The
Grant Mfg & Machine Co The (double and automatic)	Bridgeport	R H Cramer Company Inc The
Time Recorders	Thermometers	R H Cramer Company Inc The
Stromberg Time Corp	Thomaston	R H Cramer Company Inc The
Timers, Interval	Thermometers	R H Cramer Company Inc The
A W Haydon Co The	Waterbury	R H Cramer Company Inc The
H C Thompson Clock Co The	Bristol	R H Cramer Company Inc The
R W Cramer Company Inc The	Centerbrook	R H Cramer Company Inc The
Rhodes Inc M H	Hartford	R H Cramer Company Inc The
Seth Thomas Clocks	Thomaston	R H Cramer Company Inc The
United States Time Corporation The	Waterbury	R H Cramer Company Inc The
Timing Devices	Thermometers	R H Cramer Company Inc The
A W Haydon Co The	Waterbury	R H Cramer Company Inc The
Lux Clock Manufacturing Company	Wallingford	R H Cramer Company Inc The
Rhodes Inc M H	Waterbury	R H Cramer Company Inc The
Seth Thomas Clocks	Hartford	R H Cramer Company Inc The
United States Time Corporation The	Waterbury	R H Cramer Company Inc The
Tinning	Thermometers	R H Cramer Company Inc The
Thinsheet Metals Co The (non-ferrous metals in rolls)	Waterbury	R H Cramer Company Inc The
Wilcox Crittenden & Co Inc	Middletown	R H Cramer Company Inc The
Tools	Thermometers	R H Cramer Company Inc The
Hoggson & Pettis Mfg Co The (rubber workers)	New Haven	R H Cramer Company Inc The
141 Brewery St	West Hartford	R H Cramer Company Inc The
O K Tool Co Inc The (inserted tooth metal cutting)	33 Hull St Shelton	R H Cramer Company Inc The
Tool Chests	Thermometers	R H Cramer Company Inc The
Vanderman Manufacturing Co The	Willimantic	R H Cramer Company Inc The
Tools, Die & Fixtures	Thermometers	R H Cramer Company Inc The
Greist Mfg Co The	New Haven	R H Cramer Company Inc The
Tools, Hand & Mechanical	Thermometers	R H Cramer Company Inc The
Bridgeport Hardware Mfg Corp The (screw drivers, nail pullers, box tools, wrenches, auto tools, forgings & specialties)	Bridgeport	R H Cramer Company Inc The
Tools—Pipe Fitters' Hand	Thermometers	R H Cramer Company Inc The
Capewell Mfg Co The	Hartford	R H Cramer Company Inc The
Toys	Thermometers	R H Cramer Company Inc The
A C Gilbert Company	New Haven	R H Cramer Company Inc The
Geo S Scott Mfg Co The	Wallingford	R H Cramer Company Inc The
Gong Bell Co The	East Hampton	R H Cramer Company Inc The
N H Hill Brass Co The	Waterbury	R H Cramer Company Inc The
Waterbury Companies Inc	Wallingford	R H Cramer Company Inc The
Tramways	Thermometers	R H Cramer Company Inc The
American Steel & Wire Div of U S Steel	New Haven	R H Cramer Company Inc The
Transformers	Thermometers	R H Cramer Company Inc The
Berkshire Transformer Corp The	New Milford	R H Cramer Company Inc The
Trucks—Commercial	Thermometers	R H Cramer Company Inc The
Metropolitan Body Company (International Harvester truck chassis and "Metro" bodies)	Bridgeport	R H Cramer Company Inc The
Trucks—Industrial	Thermometers	R H Cramer Company Inc The
George P Clark Co	Windsor Locks	R H Cramer Company Inc The
Trucks—Lift	Thermometers	R H Cramer Company Inc The
Excelsior Hardware Co The	Stamford	R H Cramer Company Inc The
George P Clark Co	Windsor Locks	R H Cramer Company Inc The
Trucks—Skid Platforms	Thermometers	R H Cramer Company Inc The
Excelsior Hardware Co The (lift)	Stamford	R H Cramer Company Inc The
Tube Bending	Thermometers	R H Cramer Company Inc The
Donahue Mfg Co Inc	Watertown	R H Cramer Company Inc The
Tube Clips	Thermometers	R H Cramer Company Inc The
H C Cook Co The (for collapsible tubes)	Ansonia	R H Cramer Company Inc The
32 Beaver St	Derby	R H Cramer Company Inc The
Weinmann Bros Mfg Co The (for collapsible tubes)	Wallingford	R H Cramer Company Inc The
Tube Fittings	Thermometers	R H Cramer Company Inc The
Scovill Mfg Co ("Uniflare")	Waterbury	R H Cramer Company Inc The
Tubers	Thermometers	R H Cramer Company Inc The
Standard Machinery Co The (tubers for both rubber and plastic industries)	Mystic	R H Cramer Company Inc The
Mystic (Advt.)	Thermometers	R H Cramer Company Inc The

IT'S MADE IN CONNECTICUT

TUBES—Collapsible Metal

Sheffield Tube Corp The New London

Tubing

American Brass Co The (brass and copper) Waterbury

Bridgeport Brass Company (brass and copper) Bridgeport

G & O Manufacturing Co (finned) New Haven

Seville Manufacturing Company (Brass and Copper) Waterbury 91

Tubing—Flexible Metallic

American Brass Co Metal Hose Branch Waterbury

Tubing—Heat Exchanger

American Brass Company The Waterbury

Scovill Manufacturing Company Waterbury 91

Tumbling Equipment & Supplies

Tumbling Sales & Service Company Greenwich

Tumbling Service

Tumbling Sales & Service Company, Esbec Tumbling Division Meriden

Typewriters

Royal Typewriter Co Inc Underwood Corporation Hartford

Typewriters—Portable

Underwood Corporation Hartford

Typewriter Ribbons and Supplies

Underwood Corporation Hartford and Bridgeport

Underclearer Rolls

Sonoco Products Co (Climax-Lowell Div) Mystic

Upholstering Fabrics—Woolen & Worsted Broad Brook Company (automobile, airplane, railroad) Broad Brook

Vacuum Bottles and Containers

American Thermos Bottle Co Norwich

Vacuum Cleaners

Electrolux Corporation Old Greenwich

Spencer Turbine Co The Hartford

Valves

Norwalk Valve Company (sensitive check valves) South Norwalk

Valve Discs

Colt's Manufacturing Company Hartford

Valves—Automobile Tire

Bridgeport Brass Company Bridgeport

Valves—Radiator Air

Bridgeport Brass Company Bridgeport

Valves—Relief & Control

Beaton & Cadwell Mfg Co New Britain

Valves—Safety & Relief

Manning Maxwell & Moore Inc Stratford

Vanity Boxes

Bridgeport Metal Goods Mfg Co Bridgeport

Varnishes

Baer Brothers Stamford

Staminite Corp The New Haven

Velvets

American Velvet Co (owned and operated by A Wimpfheimer & Bro Inc) Stonington

Leiss Velvet Mfg Co Inc The Willimantic

Velvet Textile Corporation The (Velveteen) West Haven

Venetian Blinds

Findell Manufacturing Company Manchester

Jennings Company The S Barry New Haven

New England Shade & Blind Co Inc Durham

Ventilating Systems

Colonial Blower Company Plainville

Vertical Shapers

Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

Vibration Isolation Mountings

MB Manufacturing Company Inc The (for truck engines, aircraft, engine mountings, special machinery) New Haven

Vibration Testing Equipment

MB Manufacturing Company Inc The New Haven

Vibrators—Pneumatic

New Haven Vibrator Company (industrial) New Haven

Vises

Charles Parker Co The Meriden

Fenn Manufacturing Company The (Quick-Action Vises) Hartford

Vanderman Manufacturing Co The (Combination Bench Pipe) Willimantic

Washers

American Felt Co (felt) Glenville

Auburn Manufacturing Company The (all materials) Middletown

Blake & Johnson The (brass, copper & non-ferrous) Waterville

Washers (Continued)

Clark Brothers Bolt Co Milldale

Plume & Atwood Mfg Co The (brass & copper) Waterbury

Raybestos Div of Raybestos-Manhattan Inc (the clutch washers) Bridgeport

J H Rosenbeck Inc Torrington

Saling Manufacturing Company (made to order) Unionville

Sessions Foundry Co The (cast iron) Bristol

Washers—Felt

Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Washing Machines—Electric

General Electric Company Bridgeport

Watches

E Ingraham Co The Bristol

United States Time Corporation The Waterbury

Water Heaters

Whitlock Manufacturing Co The (instantaneous & storage) Hartford

Water Heaters—Electric

Bauer & Company Inc Hartford

Water Heaters—Gas or Kerosene

Holyoke Heater Corp of Conn Inc Hartford

Waterproof Dressings for Leather

Viscol Company The Stamford

Waxes—Floor

Fuller Brush Co The Hartford

Wedges

Saling Manufacturing Company (hammer & axe) Unionville

Welding

Farrel-Birmingham Company Inc Ansonia

G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven

Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford

Porupine Company The Bridgeport

Welding—Lead

Storts Welding Company (tanks and fabrication) Meriden

Welding Rods

American Brass Company The Waterbury

Bristol Brass Co The (brass & bronze) Bristol

Wheels—Industrial

George P Clark Co Windsor Locks

Wicks

Auburn Manufacturing Company The (felt, asbestos)

Holyoke Heater Corp of Conn Inc Middletown

Raybestos Div of Raybestos-Manhattan Inc (the oil burner wicks) Bridgeport

Russell Mfg Co The Middletown

Window & Door Guards

Hartford Wire Works Co The Hartford

Smith Co The John P New Haven

Window Shades

New England Shade & Blind Co Inc Durham

Wiping Cloths

Federal Textile Corporation New Haven

Wire

American Brass Company The Waterbury

American Steel & Wire Div of U S Steel New Haven

Atlantic Wire Co The (steel) Branford

Bardlett Hair Spring Wire Co The (hair spring) North Haven

Bridgeport Brass Company (brass and silicon bronze) Bridgeport

Bristol Brass Corp The (brass & bronze) Bristol

Driscoll Wire Co The (steel) Shelton

Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted

Platt Bros & Co The (zinc wire) Waterbury

P O Box 1030 Plumb & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston

Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91

Wire and Cable

General Electric Company (for residential, commercial and industrial applications) Bridgeport

Wire Arches & Trellises

Hartford Wire Works Co The Hartford

John P Smith Co The 423-33 Chapel St New Haven

Wire Baskets

Raybestos Div of Raybestos-Manhattan Inc (for acid, heat, degreasing) Fairfield

Wiretex Mfg Co Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport

Wire Cloth

Bevin-Wilcox Line Co The (braided) East Hampton

Wire Cable

Bevin-Wilcox Line Co The

Hartford Wire Works Co The

C O Jelliff Mfg Co The (all metal, all meshes) Southport

Pequot Wire Cloth Co Inc Norwalk

Rock Incorporate Fairfield

Smith Co The John P New Haven

Wire Drawing Dies

Waterbury Wire Die Co The

Waterbury

Wire Dipping Baskets

Hartford Wire Works Co The

Hartford

John P Smith Co The

New Haven

Wire Formings

Autoyre Co The

Oakville

G E Prentice Mfg Co The

Kensington

Master Engineering Company

West Cheeshire

North & Judd Manufacturing Co

New Britain

Verplex Company The

Essex

Wire Forms

Bristol Spring Manufacturing Co

Plainville

Colonial Spring Corporation

Hartford

Connecticut Spring Corporation

Hartford

Foursome Manufacturing Co

Bristol

Humason Mfg Co The

Forestville

New England Spring Mfg Co

Unionville

Templeman Co D R

Plainville

Wallace Barnes Co The Div Associated

Spring

Corp

Bristol

Wire Goods

American Buckle Co The

(overall trimmings)

Patent Button Co The

West Haven

Scovill Manufacturing Company

(To Order)

Waterbury 91

Wire Partitions

Hartford Wire Works Co The

Hartford

John P Smith Co The

New Haven

Wire Products

Craiglow Mfg Company

Portland

Plumbe & Atwood Mfg Co The (to order)

Waterbury

Wire Reels

A H Nilson Mach Co The

Bridgeport

Wire Rings

American Buckle Co The (pan handles and

tinners' trimmings)

West Haven

Templeman Co D R

Plainville

Wire Rope and Strand

American Steel & Wire Div of U S Steel

New Haven

Wire Shapes

Bridgeport Chain & Mfg Co

Bridgeport

Wire—Specialties

Andrew B Hendryx Co The

New Haven

Wires and Cable

Rockbestos Products Corporation

(all asbestos, mining, shipboard and appliance applica-

tions)

New Haven

Wooden Boxes

Wallingford Planing Mill Co Inc

Yalesville

Wood Handles

Salisbury Cutlery Handle Co The

(for cutlery & small tools)

Wood Scrapers

Fletcher-Terry Co The

Forestville

Woodwork

C H Dresser & Sons Inc (Mfg all kinds of

woodwork)

Hartford Builders Finish Co

Hartford

Woodworking

Contemporary Classics Inc (fine cabinet work

and furniture)

Local Industries Inc

Lakeville

Woven Awning Stripes

Falls Company The

Norwich

Woven Felts—Wool

Chas W House & Sons Inc (Mills & Cutting

Plant)

Yarns

Hartford Spinning Incorporated (Woolen, knit-

ting and weaving yarns)

Univille

Zinc Castings

Aldon Spinning Mills Corporation

The (fine

woolen and specialty)

Talcottville

Ensign-Bickford Co The (jute carpet)

Simsbury

Zinc

Platt Bros & Co The (ribbon, strip and wire)

Waterbury

P O Box 1030

Books & Booklets

BRIEF REVIEWS of books and booklets for the business reader. Contributed by the Business & Technical Branch, Hartford Public Library.

POPULAR MECHANICS AUTO ALBUM by Edward L. Throm and James Crenshaw. Popular Mechanics Company, New York, 1952.

From the era of Cugnot's steamer built in 1769, the auto album traces the development of the modern car. The Duryea brothers, Ford, and many others of the horseless carriage period are mentioned. Illustrations include reproductions of old advertising material.

THROUGH CHARLEY'S DOOR by Emily Kimbrough. Harpers, New York, 1952.

Miss Kimbrough describes her experience working in the Advertising Department at Marshall Field & Company in Chicago in a highly entertaining manner. She entered the store through Charley's door which was reserved for the carriage trade, personi-

fied by her family and their friends. From then on she learned to get on with the store personnel.

WHAT'S THE WORLD COMING TO? by A. M. Low. Lippincott, 1951.

The author's purpose is to promote the acceptability of the "change bound to come" and possible effects on our lives. Sport, leisure, radio, health and medicine, food, transportation, crime, teacher tenure, extension of public library service, clarification of the management of school lunch programs.

Service Section

ADMINISTRATIVE ENGINEER & PLANT MANAGER—Mechanical Engineer with excellent record of engineering and business management ability; 18 years experience; machinery, process, plant equipment, air handling; purchasing, manufacturing, sales, financial. Address PW-1543.

For FREE Sanitary Survey
of your premises consult your
DOLGE SERVICE MAN



58th
YEAR
elevators

ELECTRIC

•

OILDRAULIC

PASSENGER

•

FREIGHT

RESIDENCE

INSTALLATION

•

INSPECTIONS

REPAIRS

•

MAINTENANCE

THE EASTERN MACHINERY CO.

FACTORY AT

NEW HAVEN, CONN.

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TO THE INGENIOUS

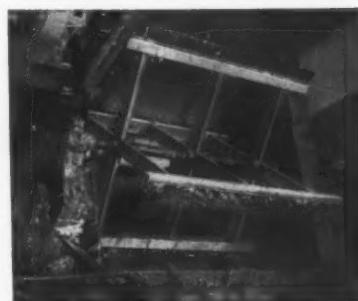
Not familiar with this

NEW INDUSTRIAL TOOL

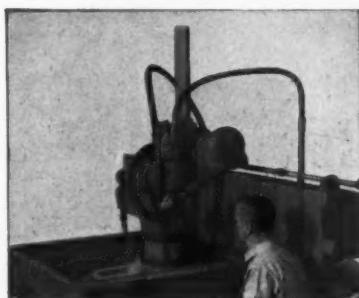
Free Sample of Fullergrip Brush Strip

**What problems can you solve by adapting
Fullergrip to your equipment?**

This brush strip can be coiled or twisted into numerous shapes. It can be formed to give intermittent or continuous brushing action. It adapts to stationary or power driven applications. How it may help you is a matter of your own



Recovering 1000 Pounds of Raw Wool Each Week from Sewer



Splash Guard on Vertical Grinder

ingenuity — plus the services of the Fuller Brush Engineering Dept. Find out what Fullergrift can do by sending for a sample strip. We will also send a booklet showing its versatility. Simply write us.

INDUSTRIAL

The logo for Fuller Brush Co. is centered at the top of the page. It features the word "Fuller" in a large, elegant, cursive script font, with "BRUSH CO." in a smaller, all-caps serif font below it. The entire logo is set against a dark, oval-shaped background.

VISION

3521 MAIN STREET • HARTFORD 2, CONN.

Power driven brushes, Factory & Institutional cleaning tools, Waxes & Detergents

SIMPLY MAIL TODAY



THE FULLER BRUSH CO., INDUSTRIAL DIV.
3591 Main St., Hartford 2, Conn.

Please send me without cost or obligation a short strip of Fullergript[®] — and tell me how it cuts costs when used as a machine component.

Name _____

Company _____ **Title** _____

Street _____ City _____ State _____

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THAT MEANS WARM WINTER

COMFORT with BALCO BUNKER "C"

Always available . . . when you want it . . . where you need it.

- When snow flies and temperatures drop, an uninterrupted flow of fuel is more than a convenience—it's a necessity!
- Vast storage tanks in two great terminals guarantee a steady supply of Balco Bunker "C." Ballard's own modern delivery fleet speeds this clean, effective fuel to any point, in any weather.
- Investigate Balco Bunker "C" now! Discover the modern, low cost fuel that's been proven in performance by affording unfailing heat to hundreds of industrial, institutional and commercial installations.
- Balco's trained heating engineers will be glad to solve your present heating problems or discuss your long range needs. Phone Hartford 9-3341 or write Balco at Box 1078, Hartford, for prompt action—without obligation, of course.

The BALLARD OIL Co.
HARTFORD, CONNECTICUT



